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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

OCTOBER 1984 BILLINGS FOR METAL TREATING INDUSTRY SHOW A 30.2% INCREASE OVER OCTOBER 1983 TOTAL

The October 1984 sales total amounted to $41.5 million, up from $31.9 million in October, 1983.

Industry-wide, total sales for 1984 now amount to $375.0 million, up 35.9% from the 1983 total of $276.0 million.

For the tenth month in a row all MTI districts recorded gains over the month in the previous year.

A summary of percentage change by geographic regions follows:

	District	Oct. 84 vs. Oct. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	25.6	24.8
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	24.5	26.3
3	South Central (W.PA-OH-IN-KY)	28.8	41.0
4	Michigan	25.3	49.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	23.6	37.4
6	North Central (IL-WI-MN-MO-IA)	29.4	39.2
7	Pacific Coast (So.CA-AZ)	31.3	22.9
8	Southwest (TX-OK-AR-CO-LA-UT)	70.4	43.1
9	Northwest (No.CA-OR-WA-B.C.)	39.0	33.5

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1984

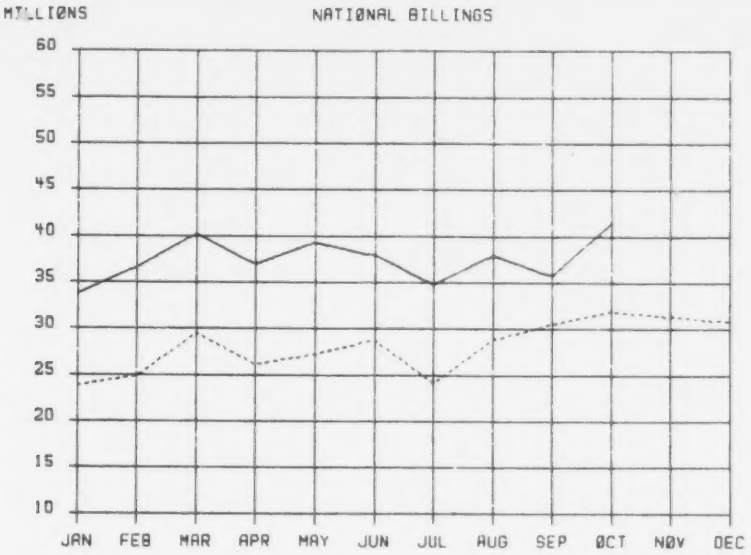
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	31906.6	41528.6	30.2	100.0	100.0
Dist. 1	17	1776.7	2231.5	25.6	5.6	5.4
Dist. 2	39	5332.0	6636.1	24.5	16.7	16.0
Dist. 3	59	5522.0	7114.1	28.8	17.3	17.1
Dist. 4	30	5351.0	6731.1	25.8	16.8	16.2
Dist. 5	23	1238.5	1531.4	23.6	3.9	3.7
Dist. 6	46	6517.7	8436.8	29.4	20.4	20.3
Dist. 7	28	3918.4	5146.2	31.3	12.3	12.4
Dist. 8	27	1826.6	3112.2	70.4	5.7	7.5
Dist. 9	9	423.8	589.3	39.0	1.3	1.4
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	275975.2	374986.9	35.9	100.0	100.0
Dist. 1	15902.1	19853.7	24.8	5.8	5.3
Dist. 2	46638.6	58919.0	26.3	16.9	15.7
Dist. 3	46600.5	65690.9	41.0	16.9	17.5
Dist. 4	40722.5	60761.4	49.2	14.8	16.2
Dist. 5	10887.4	14964.8	37.4	3.9	4.0
Dist. 6	55916.9	77838.3	39.2	20.3	20.8
Dist. 7	37358.8	45920.5	22.9	13.5	12.2
Dist. 8	18129.2	25940.6	43.1	6.6	6.9
Dist. 9	3819.3	5097.8	33.5	1.4	1.4

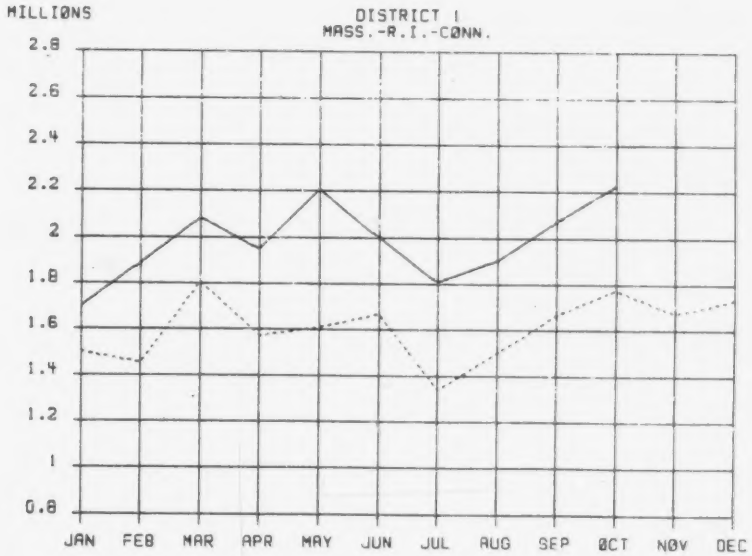
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

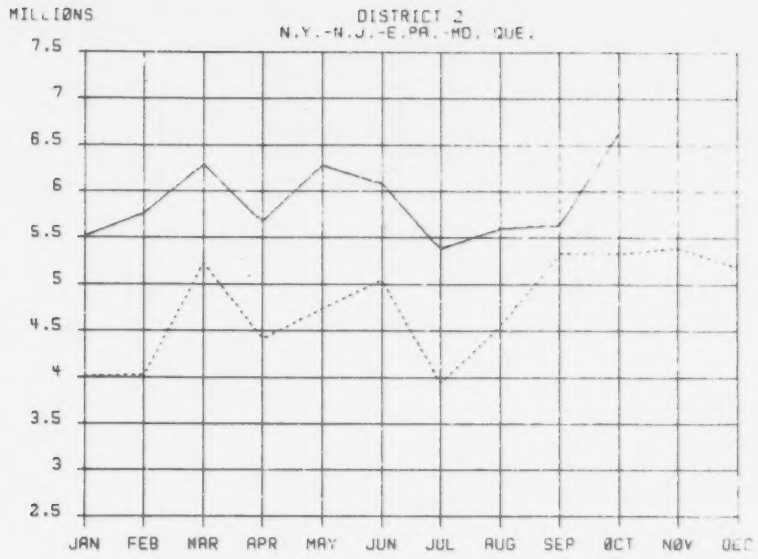
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.7	47.1	36.2	41.2	44.3	32.0	43.9	31.6	17.2	30.1		
% Change	Cumulative	41.7	44.5	41.3	41.3	41.9	40.1	40.6	39.4	36.6	35.9		



1983 - - - -

1984 ———

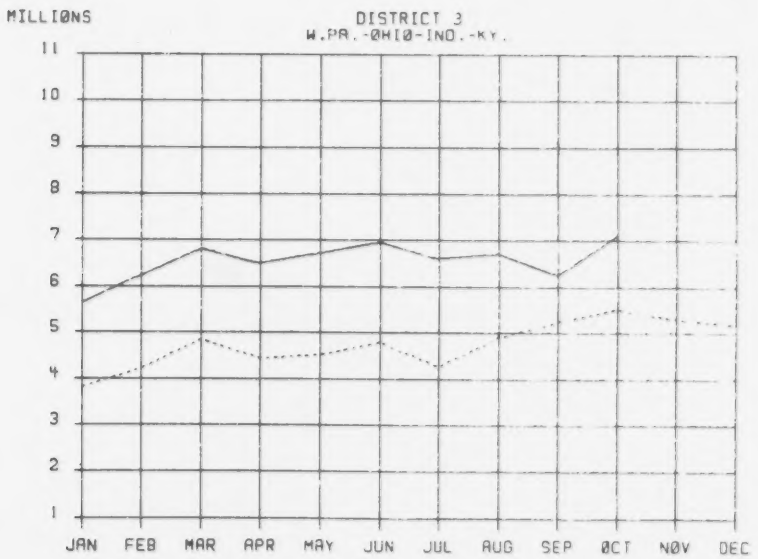
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6		
% Change	Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8		



1983 - - - -

1984 ———

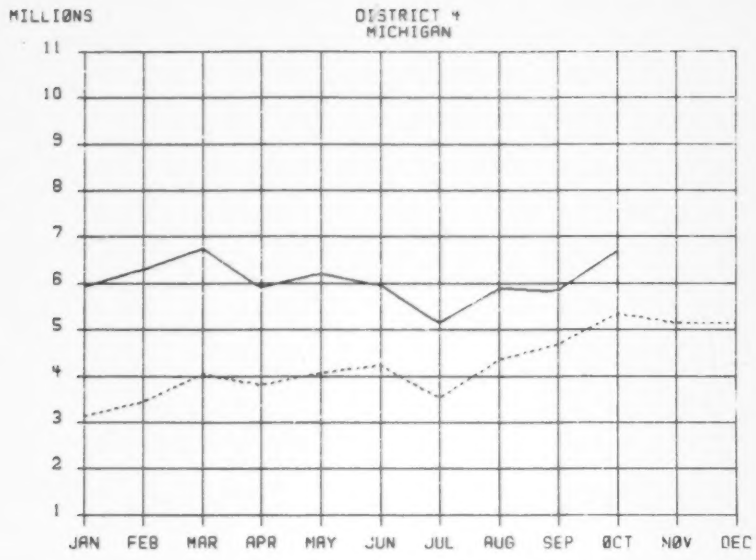
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	37.9	43.3	20.2	28.8	32.5	20.6	36.7	23.0	5.8	24.5		
% Change	Cumulative	37.9	40.6	32.6	31.6	31.8	29.7	30.6	29.7	26.6	26.3		



1983 - - - -

1984 ———

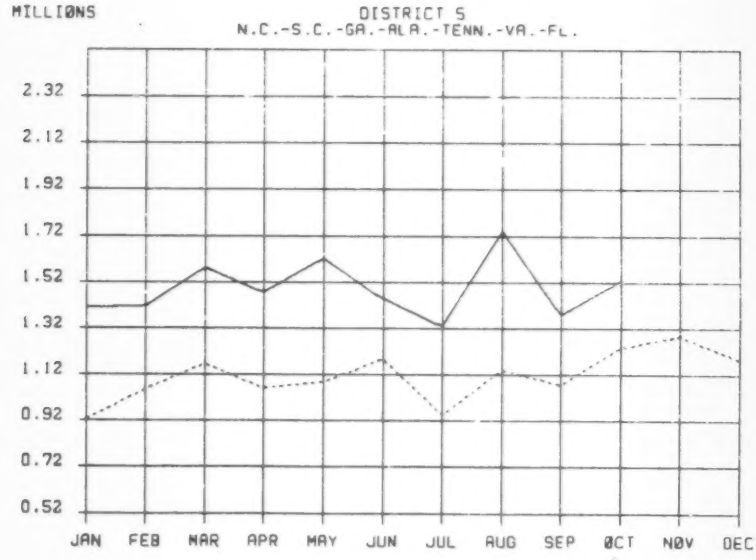
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.0	47.9	40.5	46.7	48.9	45.5	55.1	37.0	19.8	28.8		
% Change	Cumulative	48.0	48.0	45.2	45.6	46.2	46.1	47.4	45.9	42.6	41.0		



1983 - - - -

1984 ———

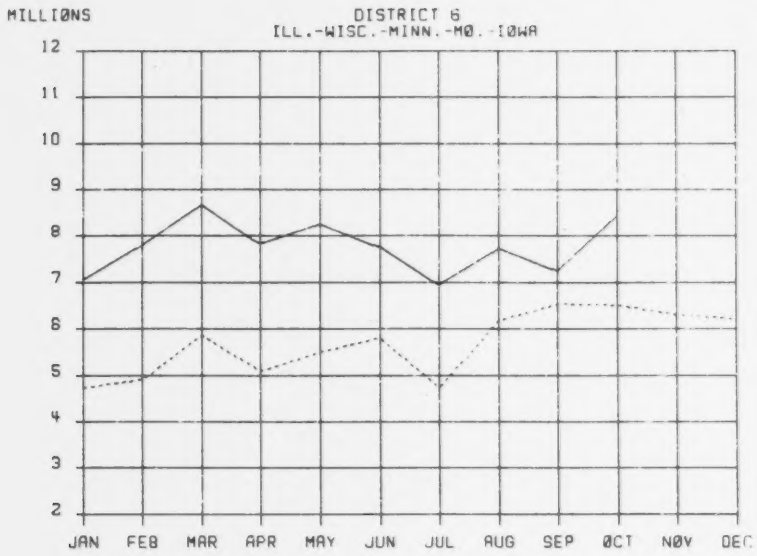
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9	25.3		
% Change	Cumulative	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8	49.2		



1983 - - - -

1984 ———

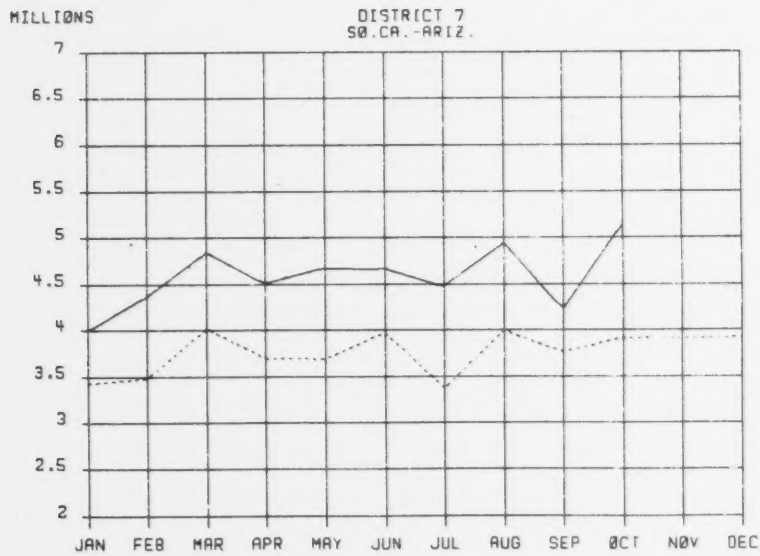
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6		
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4		



1983 - - - -

1984 ———

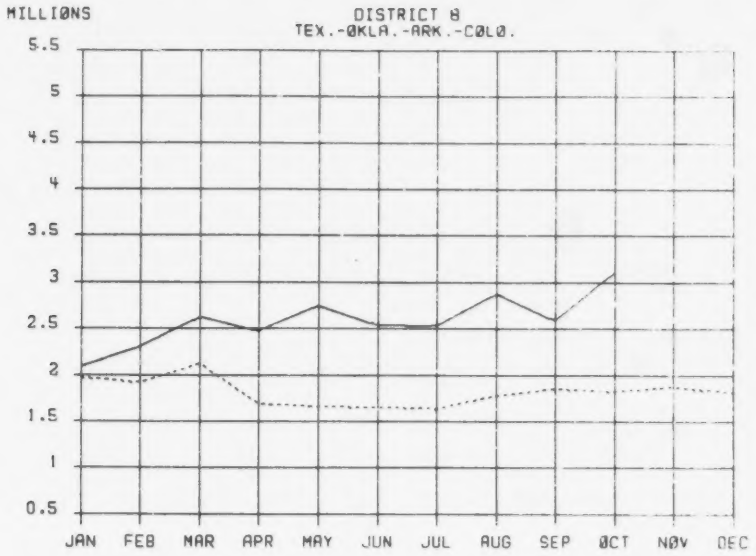
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4		
% Change	Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2		



1983 - - - -

1984 ———

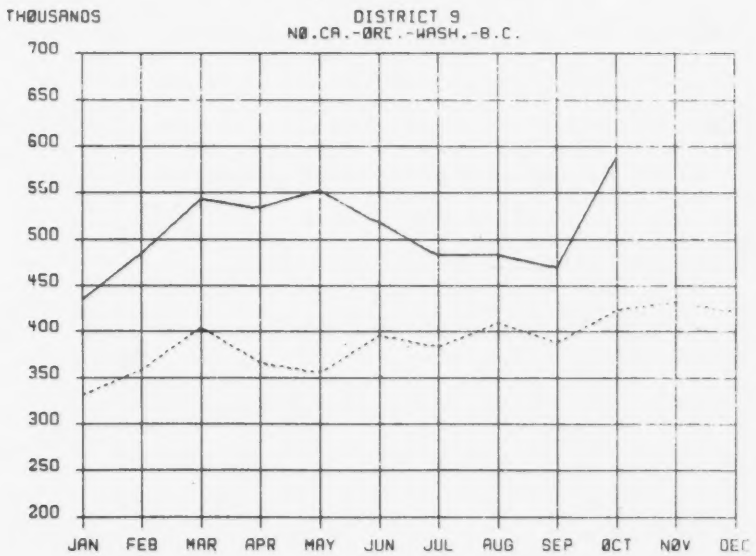
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3		
% Change	Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9		



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.9	20.3	23.5	46.9	65.6	53.6	54.7	62.0	40.5	70.4		
% Change	Cumulative	5.9	13.0	16.7	23.3	30.8	34.2	36.9	40.0	40.0	43.1		



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0		
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5		

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FOR RELEASE: IMMEDIATELY

NOVEMBER 1984 SALES FOR THE METAL TREATING INDUSTRY INCREASE 15.8% OVER NOVEMBER 1983 FIGURES

The November 1984 sales total amounted to $36.3 million, up from $31.4 million in November, 1983. However, a month-to-month comparison shows a decline of 12.6% from the October 1984 industry total.

The Commercial Heat Treating Industry showed a year-to-date increase of 33.9% over the same period in 1983. Industry-wide, total billings for the January-November period were $411.7 million, compared to $307.4 million in 1983.

All nine MTI districts recorded gains over November 1983 totals.

A summary of percentage change by geographic regions follows:

	District	Nov. 84 vs. Nov. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	34.1	25.7
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	9.2	24.7
3	South Central (W.PA-OH-IN-KY)	16.6	38.9
4	Michigan	13.9	45.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	3.7	33.9
6	North Central (IL-WI-MN-MO-IA)	9.4	36.2
7	Pacific Coast (So.CA-AZ)	20.7	22.7
8	Southwest (TX-OK-AR-CO-LA-UT)	41.4	42.9
9	Northwest (No.CA-OR-WA-B.C.)	13.3	31.4

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1984

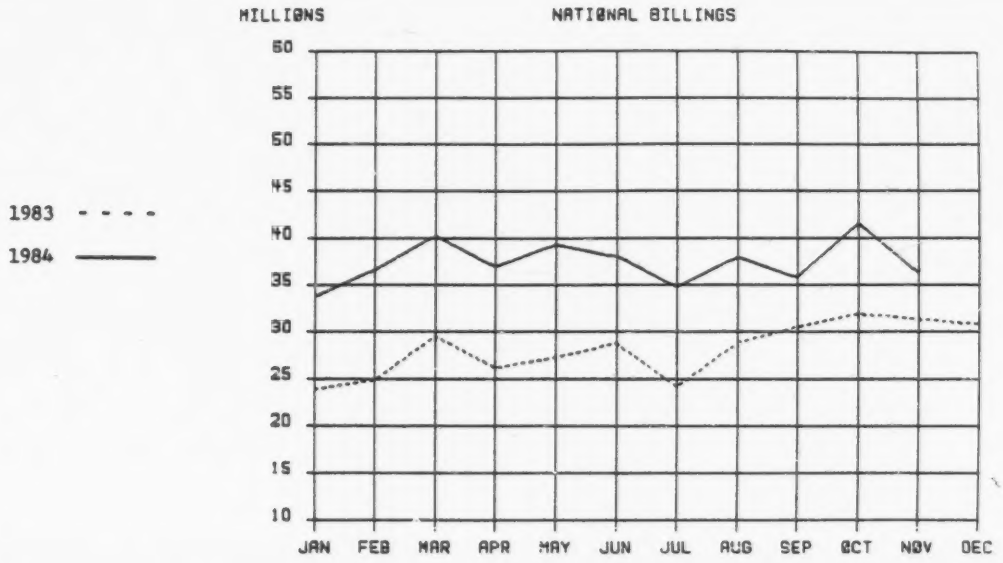
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	31357.4	36304.3	15.8	100.0	100.0
Dist. 1	17	1676.0	2247.3	34.1	5.3	6.2
Dist. 2	39	5398.9	5896.5	9.2	17.2	16.2
Dist. 3	59	5326.0	6208.3	16.6	17.0	17.1
Dist. 4	30	5162.2	5884.3	14.0	16.5	16.2
Dist. 5	23	1287.8	1335.7	3.7	4.1	3.7
Dist. 6	46	6318.0	6913.5	9.4	20.1	19.0
Dist. 7	28	3908.1	4716.5	20.7	12.5	13.0
Dist. 8	27	1847.6	2612.2	41.4	5.9	7.2
Dist. 9	9	432.7	490.1	13.3	1.4	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	307402.6	411697.6	33.9	100.0	100.0
Dist. 1	17578.1	22101.0	25.7	5.7	5.4
Dist. 2	52037.5	64875.9	24.7	16.9	15.8
Dist. 3	52002.6	72256.8	38.9	16.9	17.6
Dist. 4	45878.6	66633.9	45.2	14.9	16.2
Dist. 5	12175.2	16300.5	33.9	4.0	4.0
Dist. 6	62234.9	84751.9	36.2	20.2	20.6
Dist. 7	41266.9	50636.9	22.7	13.4	12.3
Dist. 8	19976.8	28552.8	42.9	6.5	6.9
Dist. 9	4252.0	5587.8	31.4	1.4	1.4

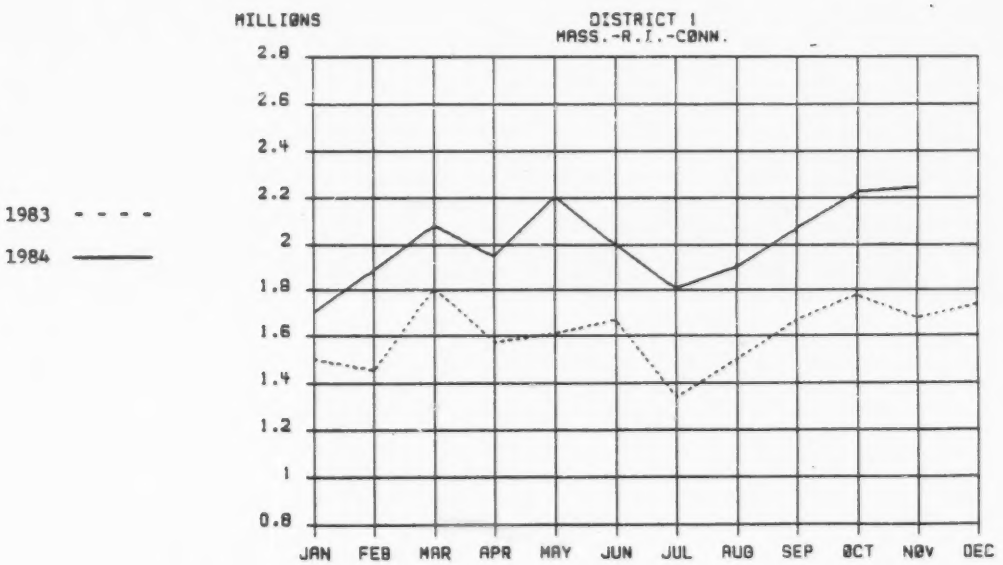
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

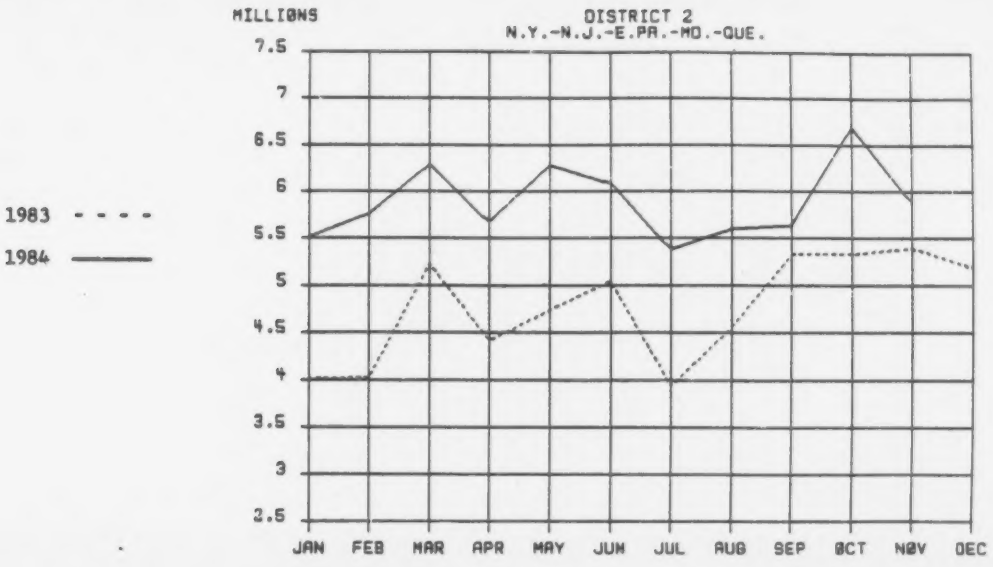
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	41.8	47.1	36.3	41.3	44.4	32.1	44.0	31.7	17.3	30.3	15.8	
% Change Cumulative	41.8	44.5	41.4	41.4	42.0	40.2	40.7	39.5	36.7	36.0	33.9	



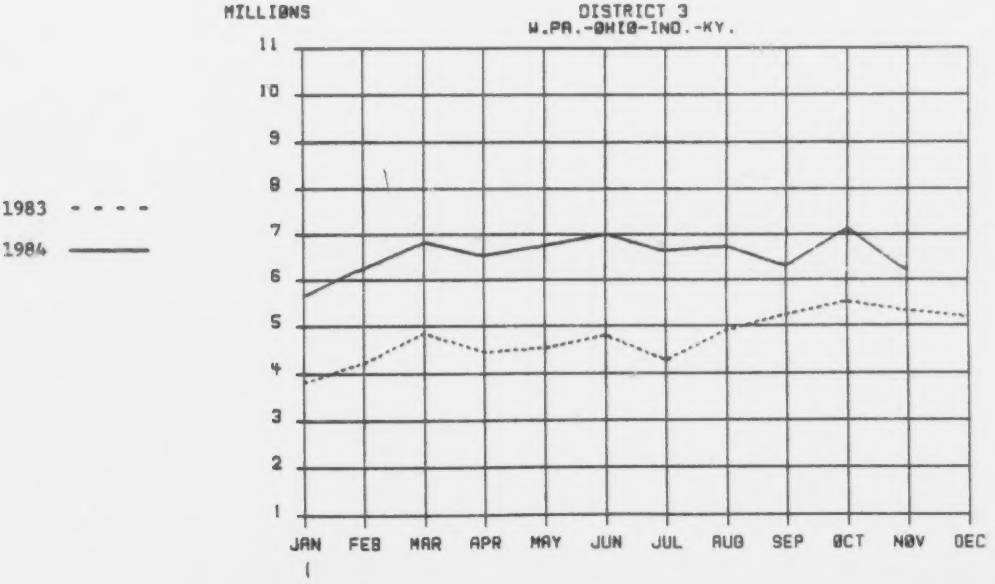
1983 - - - -

1984 ———

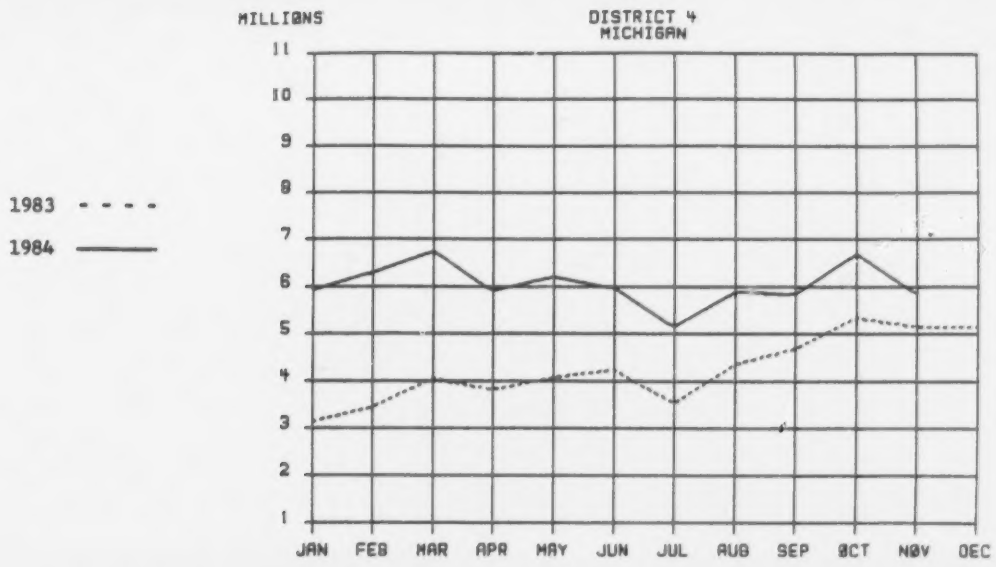
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6	34.1	
% Change Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8	25.7	



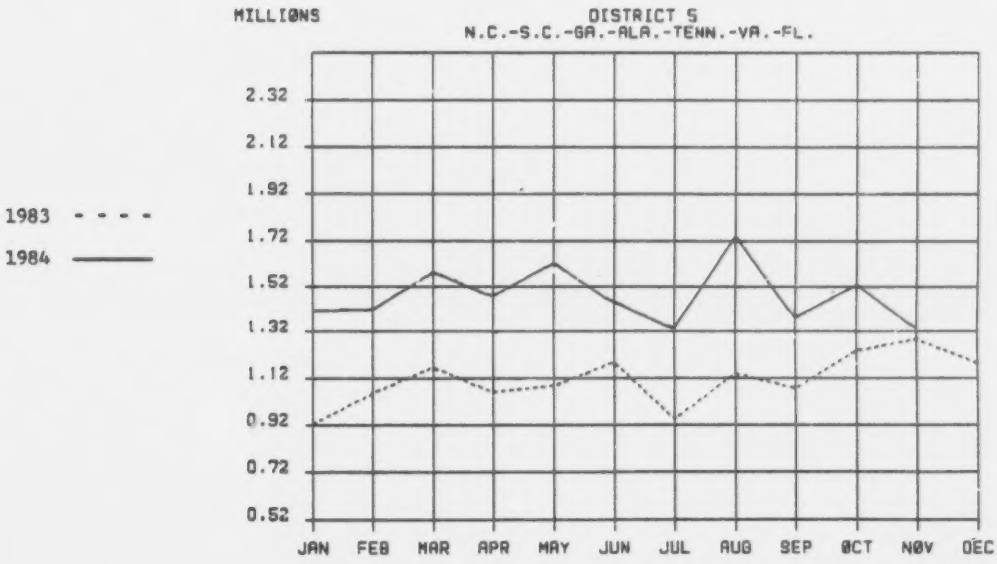
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	37.9	43.3	20.2	28.8	32.5	20.6	36.7	23.0	5.8	25.6	9.2	
% Change	Cumulative	37.9	40.6	32.6	31.6	31.8	29.7	30.6	29.7	26.6	26.5	24.7	



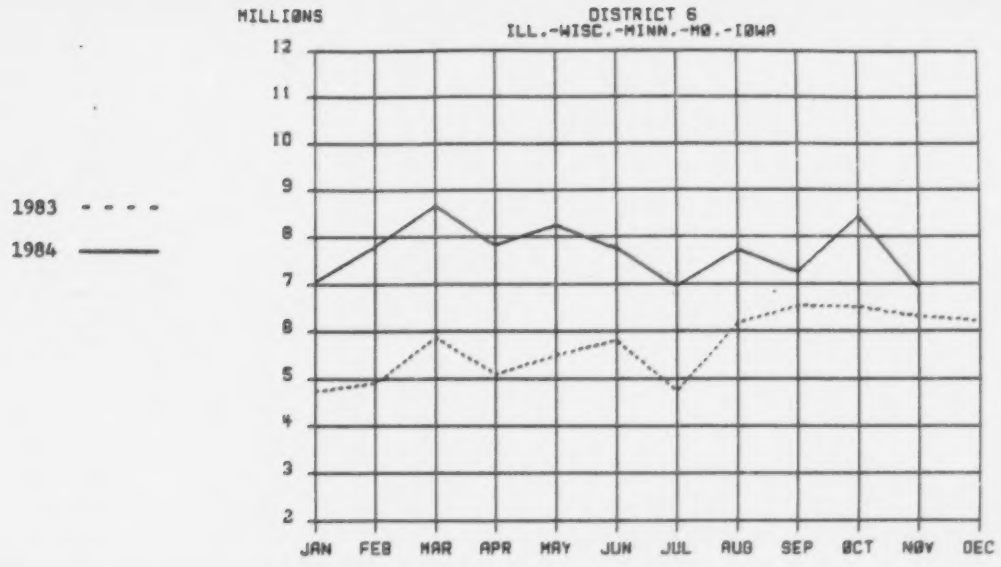
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.1	48.3	41.0	47.4	49.5	46.1	55.8	37.6	29.5	29.2	16.6	
% Change	Cumulative	48.1	48.2	45.5	46.0	46.7	46.6	47.9	46.5	43.2	41.5	38.9	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9	25.3	13.9	
% Change	Cumulative	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8	49.2	45.2	



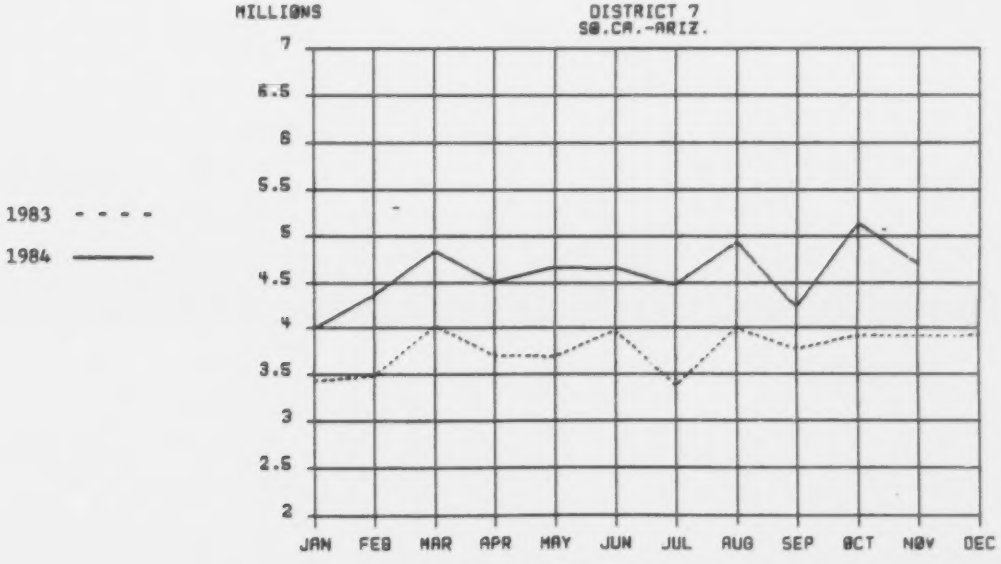
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6	3.7	
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4	33.9	



1983 - - - -

1984 ———

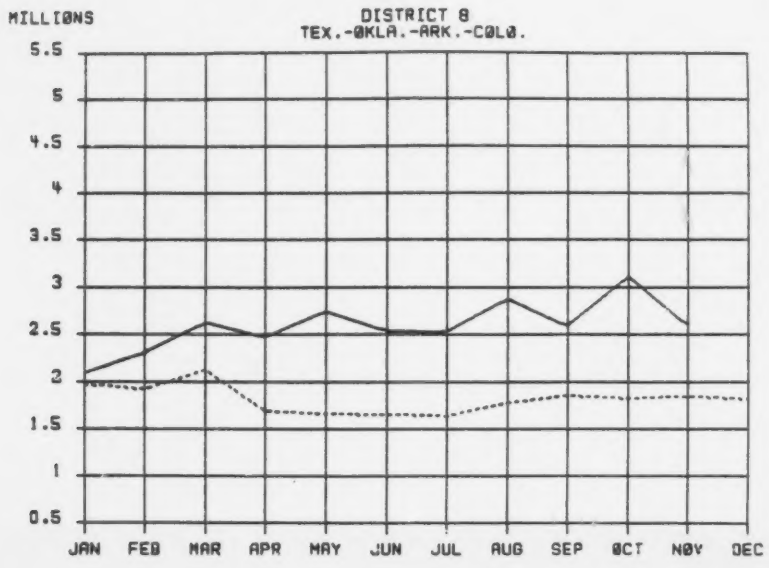
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4	9.4	
% Change	Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2	36.2	



1983 - - - -

1984 ———

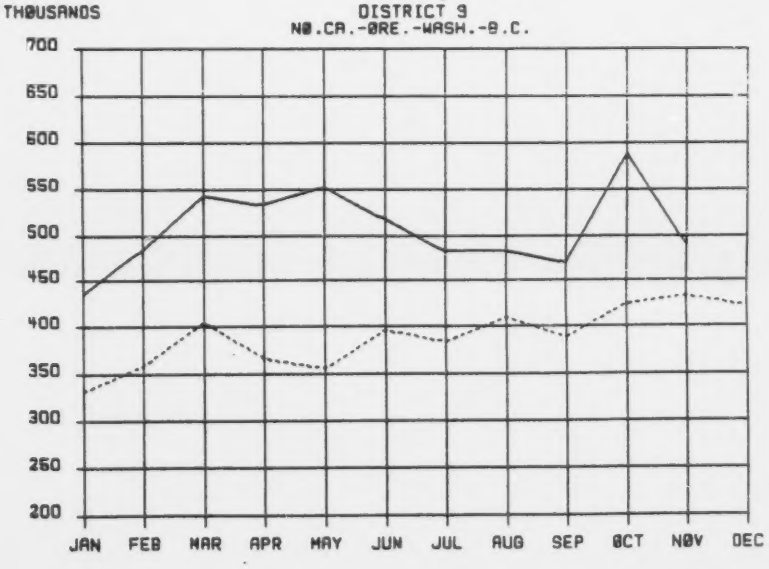
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3	20.7	
% Change	Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9	22.7	



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.9	20.3	23.5	46.9	65.6	53.6	54.7	62.0	40.5	70.4	41.4	
% Change	Cumulative	5.9	13.0	16.7	23.3	30.8	34.2	36.9	40.0	40.0	43.1	42.9	



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0	13.3	
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5	31.4	

A637-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

1984 SALES FOR COMMERCIAL HEAT TREATERS EXCEED 1983 TOTAL BY 31.0%

Total billings for calendar year 1984 amounted to $440.3 million, up from $336.2 million in 1983.

Metal Treating Industry billings for December 1984 were $31.8 million, up 3.5% from the December 1983 figure of $30.7 million.

Seven of nine MTI districts recorded gains over December 1983 totals.

A summary of percentage change by geographic regions follows:

	District	Dec. 84 vs. Dec. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	3.5	23.2
2	Middle Atlantic (NY-NJ-E.PA-MD-OUF)	-2.3	22.5
3	South Central (W.PA-OH-IN-KY)	5.6	35.9
4	Michigan	4.1	41.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-3.9	30.5
6	North Central (IL-WI-MN-MO-IA)	1.2	33.2
7	Pacific Coast (So.CA-AZ)	7.2	21.4
8	Southwest (TX-OK-AR-CO-LA-UT)	17.8	36.4
9	Northwest (No.CA-OR-WA-B.C.)	4.0	28.9

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1984

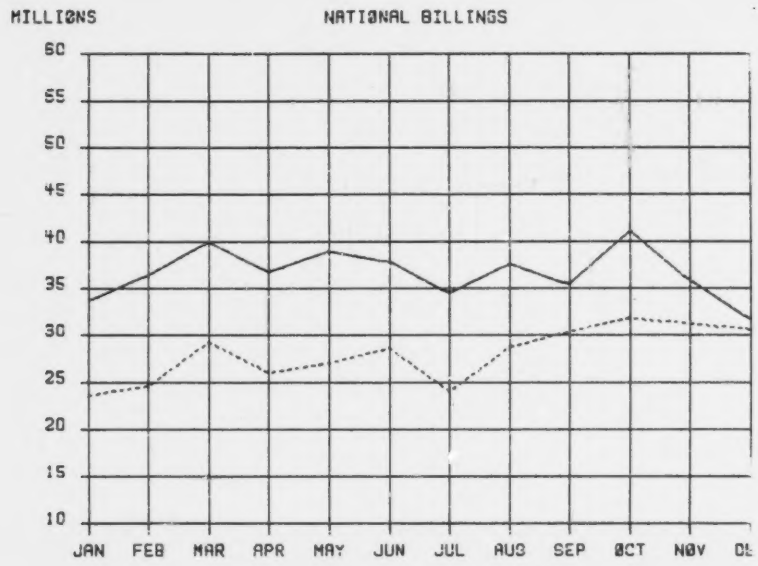
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	30676.4	31761.2	3.5	100.0	100.0
Dist. 1	17	1734.1	1794.7	3.5	5.7	5.7
Dist. 2	39	5147.1	5027.3	-2.3	16.8	15.8
Dist. 3	59	5195.2	5487.2	5.6	16.9	17.3
Dist. 4	30	5112.5	5326.3	4.2	16.7	16.8
Dist. 5	23	1185.5	1139.4	-3.9	3.9	3.6
Dist. 6	46	6218.0	6292.1	1.2	20.3	19.8
Dist. 7	28	3920.5	4203.9	7.2	12.8	13.2
Dist. 8	27	1741.6	2051.7	17.8	5.7	6.5
Dist. 9	9	421.8	438.7	4.0	1.4	1.4
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	336170.4	440252.8	31.0	100.0	100.0
Dist. 1	19312.1	23785.0	23.2	5.7	5.4
Dist. 2	56482.9	69189.4	22.5	16.8	15.7
Dist. 3	57197.8	77744.0	35.9	17.0	17.7
Dist. 4	50638.4	71596.0	41.4	15.1	16.3
Dist. 5	13360.8	17439.9	30.5	4.0	4.0
Dist. 6	68452.9	91163.9	33.2	20.4	20.7
Dist. 7	45187.4	54840.8	21.4	13.4	12.5
Dist. 8	20864.2	28467.2	36.4	6.2	6.5
Dist. 9	4673.8	6026.5	28.9	1.4	1.4

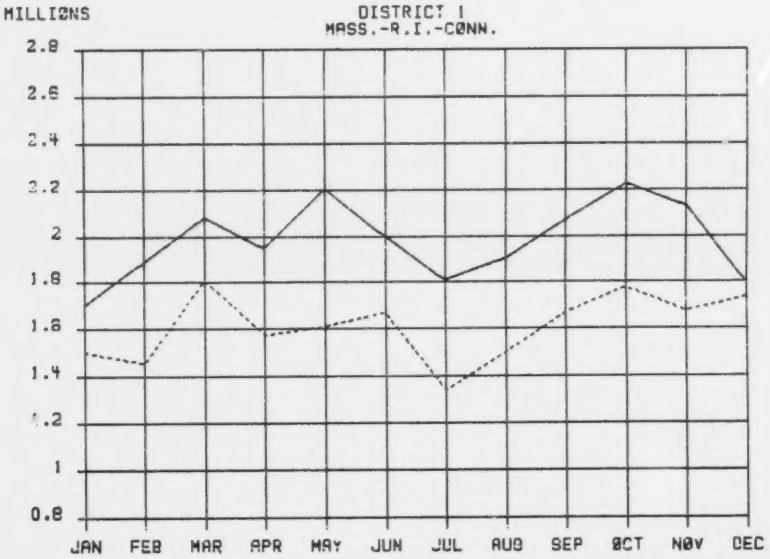
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

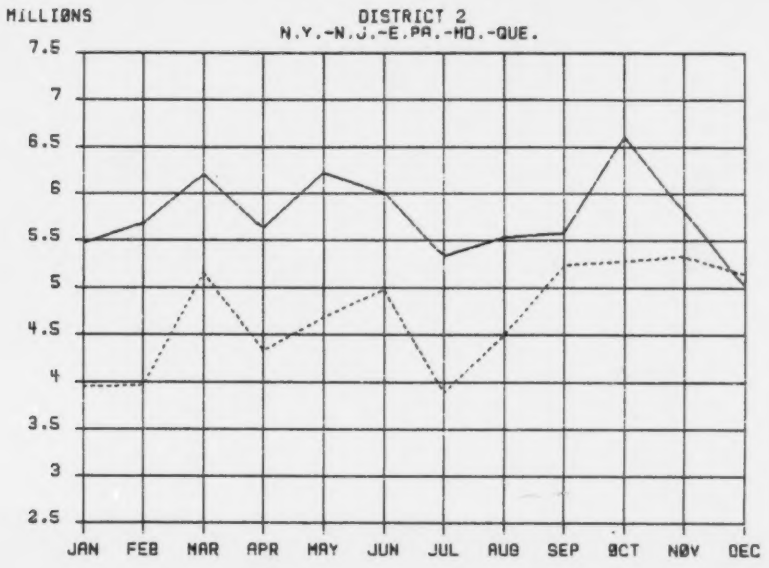
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	42.7	47.8	36.3	41.3	44.2	32.3	43.6	31.1	16.8	29.3	15.1	3.5
% Change	Cumulative	42.7	45.3	41.9	41.7	42.2	40.5	40.9	39.5	36.7	35.8	33.7	31.0



1983 - - - -

1984 ———

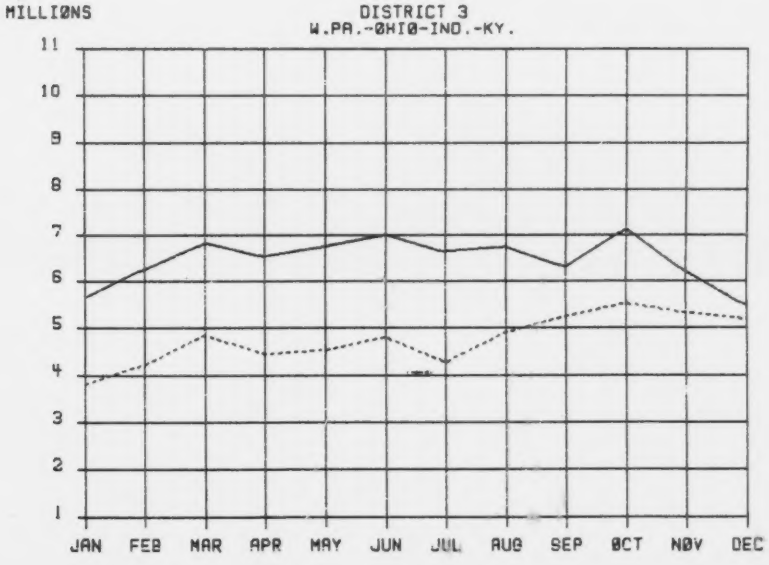
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6	27.5	3.5
% Change	Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8	25.1	23.2



1983 - - - -

1984 ———

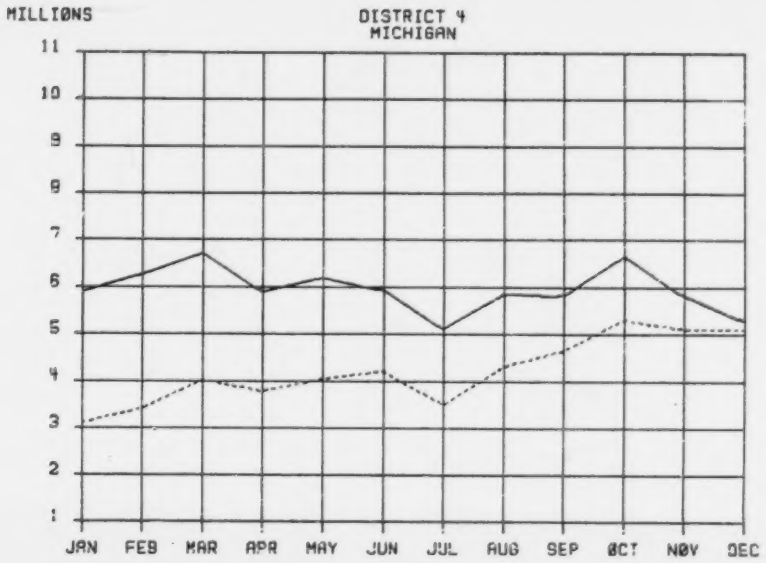
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.8	43.4	20.4	30.1	32.9	20.8	37.1	23.1	6.5	25.2	9.1	-2.3
% Change	Cumulative	38.8	41.1	32.9	32.2	32.4	30.2	31.1	30.1	27.0	26.8	25.0	22.5



1983 - - - -

1984 ———

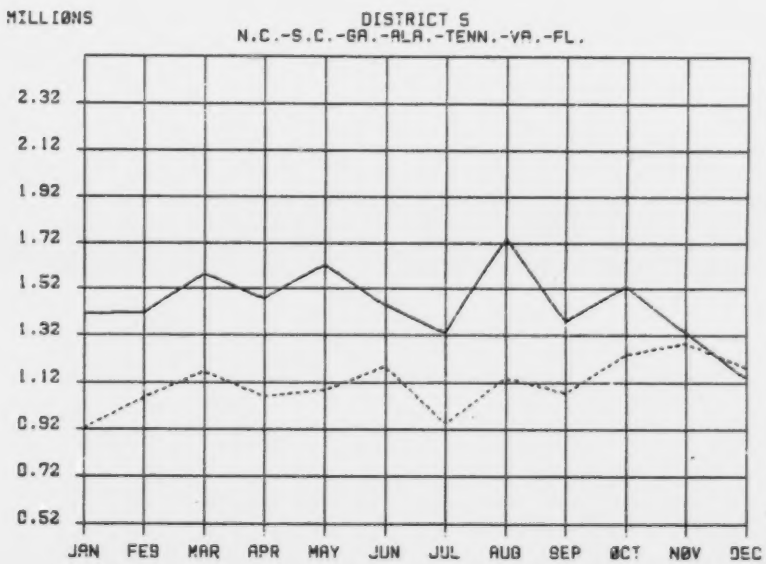
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.1	48.3	41.0	47.4	49.5	46.1	55.8	37.6	20.5	29.2	16.6	5.6
% Change	Cumulative	48.1	48.2	45.5	46.0	46.7	46.6	47.9	46.5	43.2	41.5	38.9	35.9



1983 - - - -

1984 ———

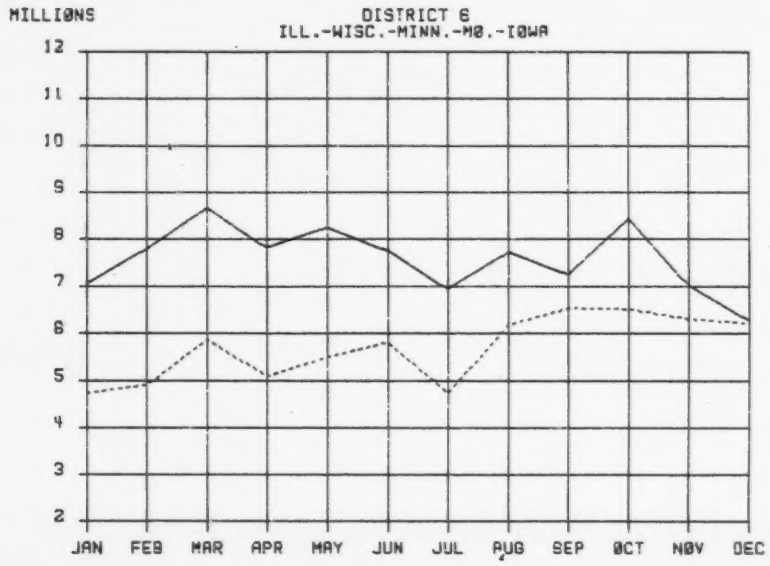
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	89.7	83.2	67.1	55.8	53.0	41.3	46.4	36.1	25.1	25.5	13.8	4.1
% Change	Cumulative	89.7	86.3	79.0	72.9	68.5	63.4	61.1	57.6	53.3	49.6	45.6	41.4



1983 - - - -

1984 ———

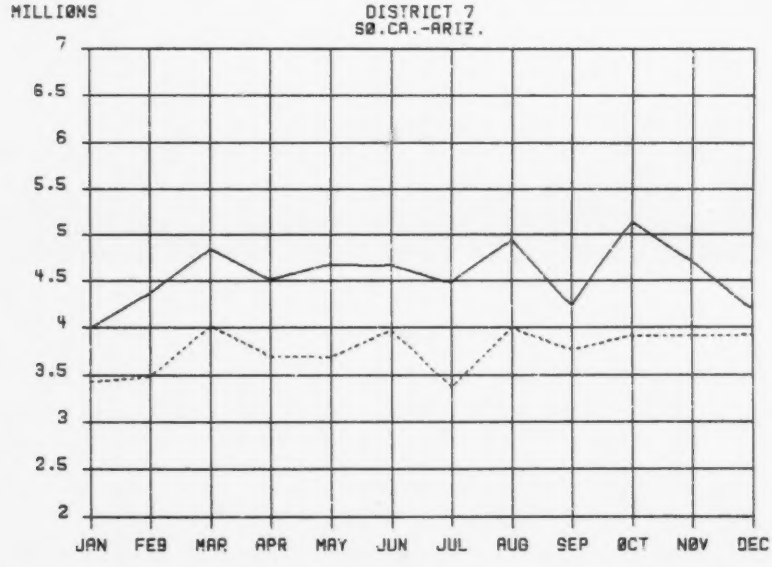
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6	3.7	-3.9
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4	33.9	30.5



1983 - - - -

1984 ———

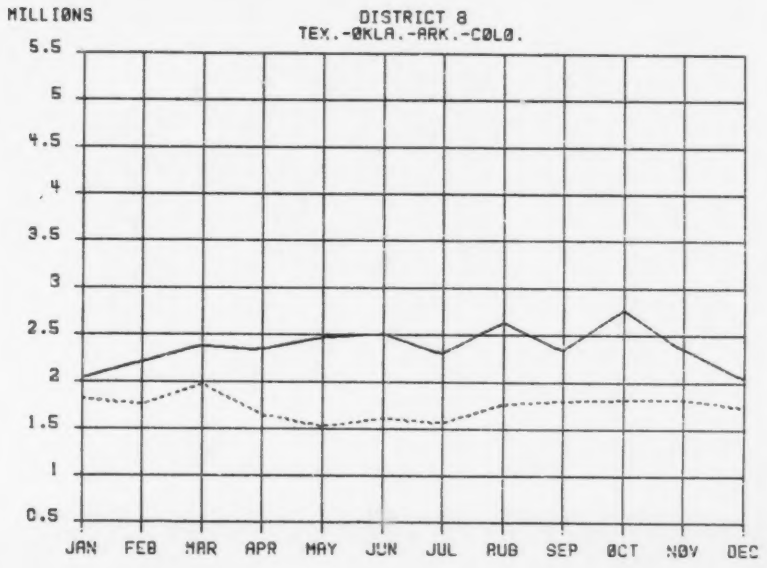
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4	11.3	1.2
% Change	Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2	36.4	33.2



1983 - - - -

1984 ———

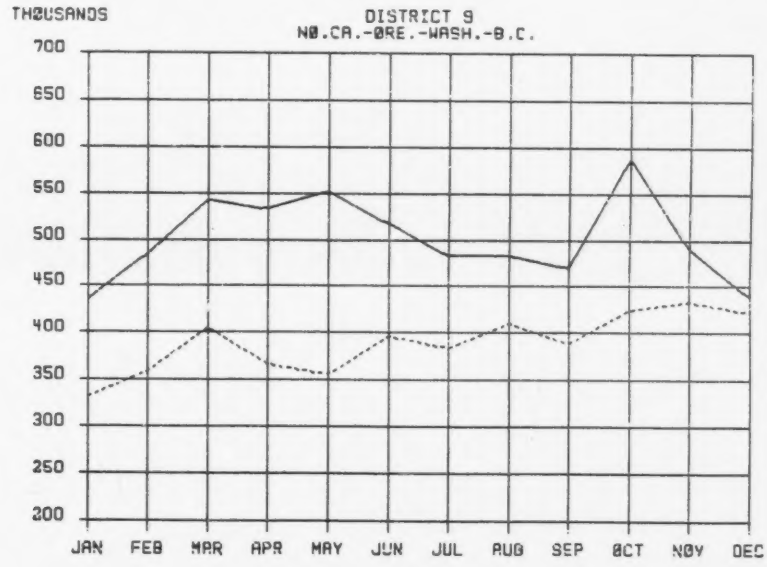
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3	20.7	7.2
% Change	Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9	22.7	21.4



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	25.8	21.0	41.7	61.6	55.6	47.1	49.6	30.4	53.2	29.9	17.8
% Change	Cumulative	12.2	18.9	19.6	24.7	31.2	35.0	36.6	38.3	37.3	39.0	38.1	36.4



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0	13.3	4.0
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5	31.4	28.9

A1376-1

MASTER CRAFTSMEN
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news release

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FOR RELEASE: IMMEDIATELY

JANUARY 1985 BILLINGS FOR METAL TREATING INDUSTRY EXCEED JANUARY 1984 TOTAL BY 15.8%

January 1985 sales amounted to $39.4 million, up from $34.0 million for January 1984.

January 1985 sales for Commercial Heat Treaters improved 23.9% over those for December 1984.

Eight out of nine MTI districts showed improved sales over January 1984 totals.

A summary of percentage change by geographic regions follows:

	District	Jan. 85 vs. Jan. 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	32.1	32.1
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	11.7	11.7
3	South Central (W.PA-OH-IN-KY)	15.8	15.8
4	Michigan	8.9	8.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-1.2	-1.2
6	North Central (IL-WI-MN-MO-IA)	7.2	7.2
7	Pacific Coast (So.CA-AZ)	29.0	29.0
8	Southwest (TX-OK-AR-CO-LA-UT)	45.2	45.2
9	Northwest (No.CA-OR-WA-B.C.)	21.3	21.3

METAL TREATING INSTITUTE
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TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1985

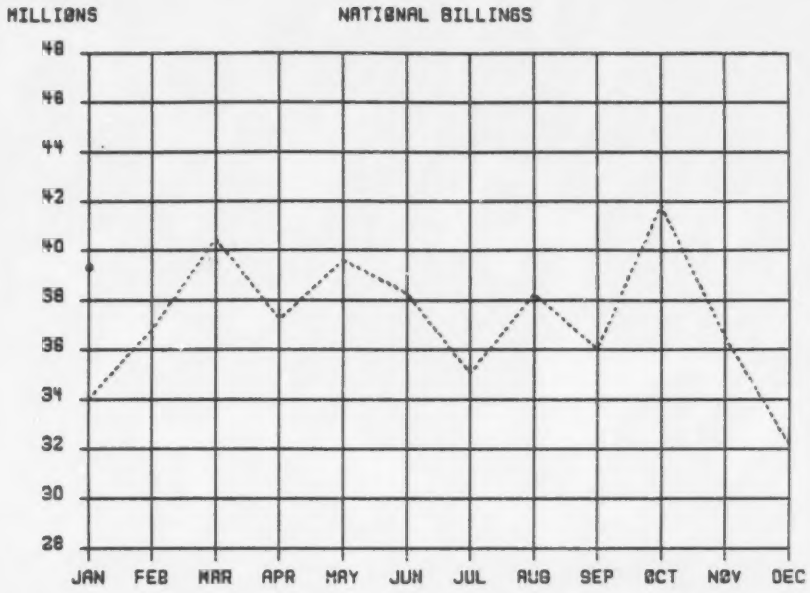
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	33997.0	39367.9	15.8	100.0	100.0
Dist. 1	17	1701.2	2248.0	32.1	5.0	5.7
Dist. 2	39	5543.2	6192.7	11.7	16.3	15.7
Dist. 3	59	5654.5	6548.8	15.8	16.6	16.6
Dist. 4	30	5946.9	6474.1	8.9	17.5	16.4
Dist. 5	23	1411.7	1395.2	-1.2	4.2	3.5
Dist. 6	46	7065.8	7573.3	7.2	20.8	19.2
Dist. 7	28	4002.1	5161.5	29.0	11.8	13.1
Dist. 8	27	2236.5	3246.4	45.2	6.6	8.2
Dist. 9	9	435.1	527.9	21.3	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	33997.0	39367.9	15.8	100.0	100.0
Dist. 1	1701.2	2248.0	32.1	5.0	5.7
Dist. 2	5543.2	6192.7	11.7	16.3	15.7
Dist. 3	5654.5	6548.8	15.8	16.6	16.6
Dist. 4	5946.9	6474.1	8.9	17.5	16.4
Dist. 5	1411.7	1395.2	-1.2	4.2	3.5
Dist. 6	7065.8	7573.3	7.2	20.8	19.2
Dist. 7	4002.1	5161.5	29.0	11.8	13.1
Dist. 8	2236.5	3246.4	45.2	6.6	8.2
Dist. 9	435.1	527.9	21.3	1.3	1.3

[1] Total MTI membership including firms that do not participate in monthly analysis.

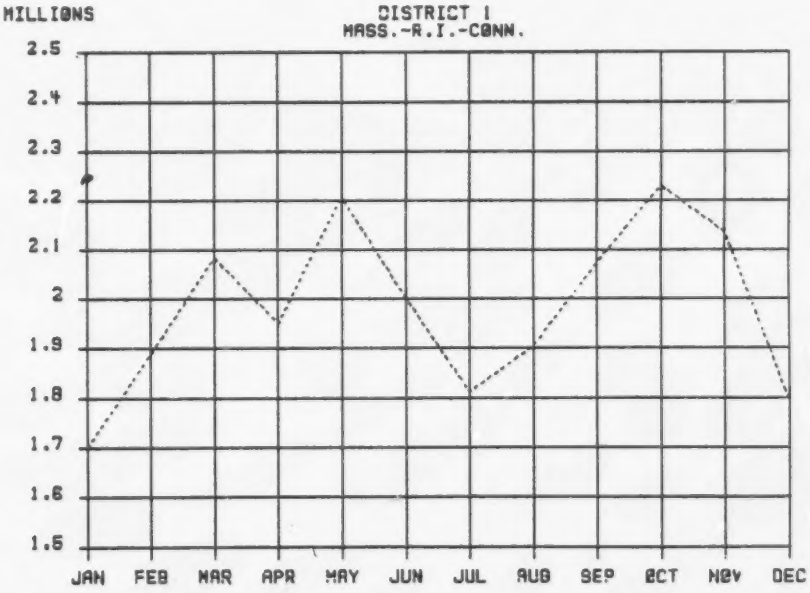


1984 - - - -

1985 ———

Note: January sales total is represented on the graphs as a point on the leftmost vertical (January) line.

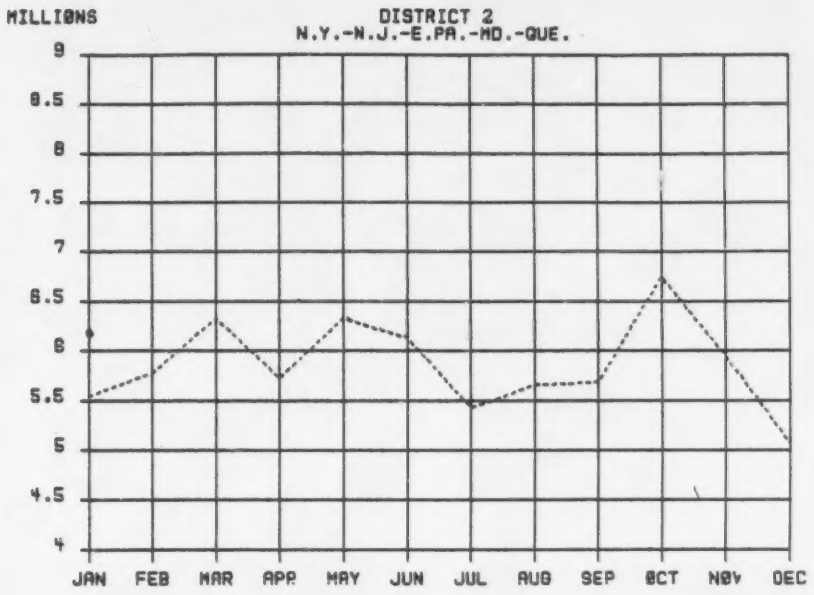
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8											
% Change	Cumulative	15.8											



1984 - - - -

1985 ———

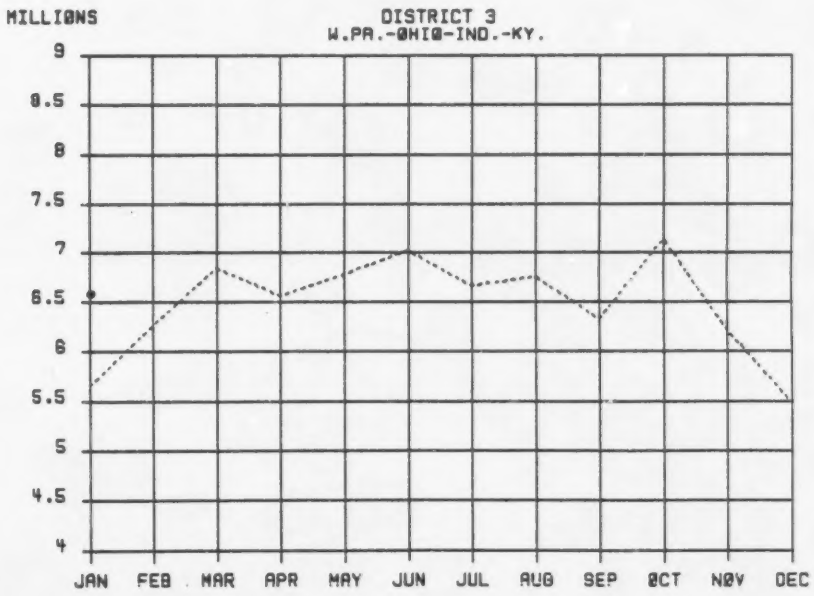
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1											
% Change	Cumulative	32.1											



1984 - - - -

1985 ———

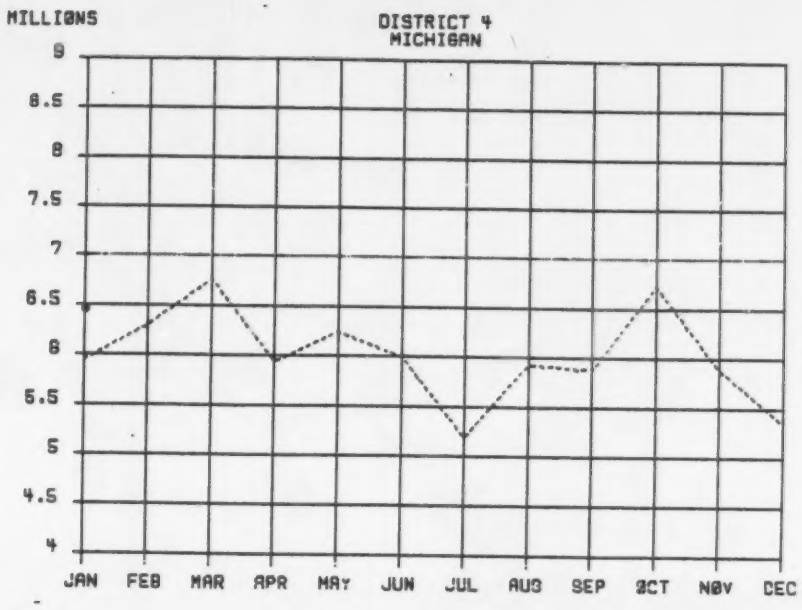
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.7											
% Change	Cumulative	11.7											



1984 - - - -

1985 ———

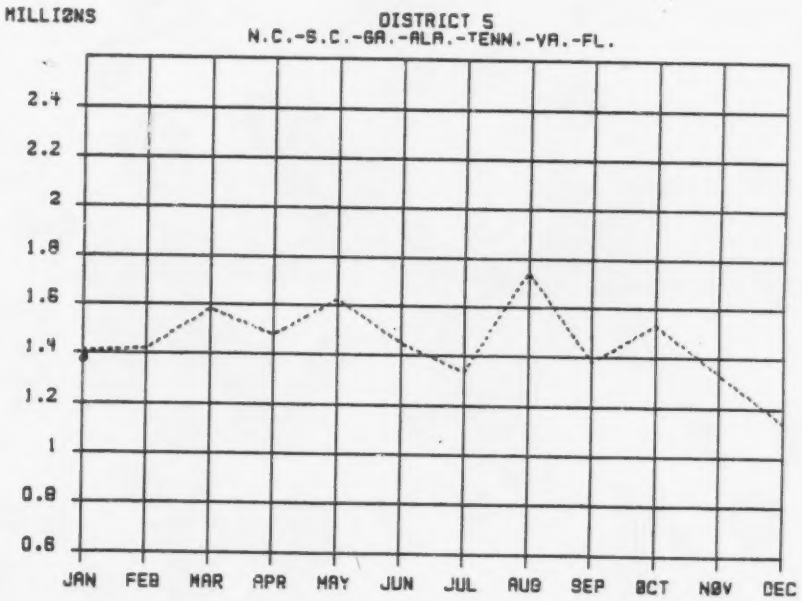
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8											
% Change	Cumulative	15.8											



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9											
% Change	Cumulative	8.9											



1984 - - - -

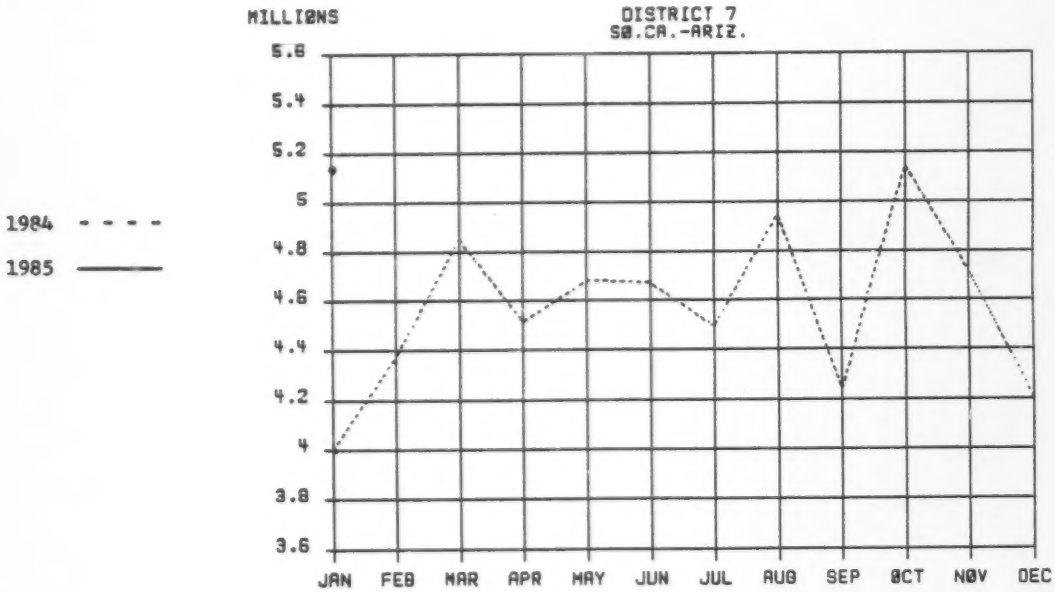
1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2											
% Change	Cumulative	-1.2											

1984 - - - -

1985 ———

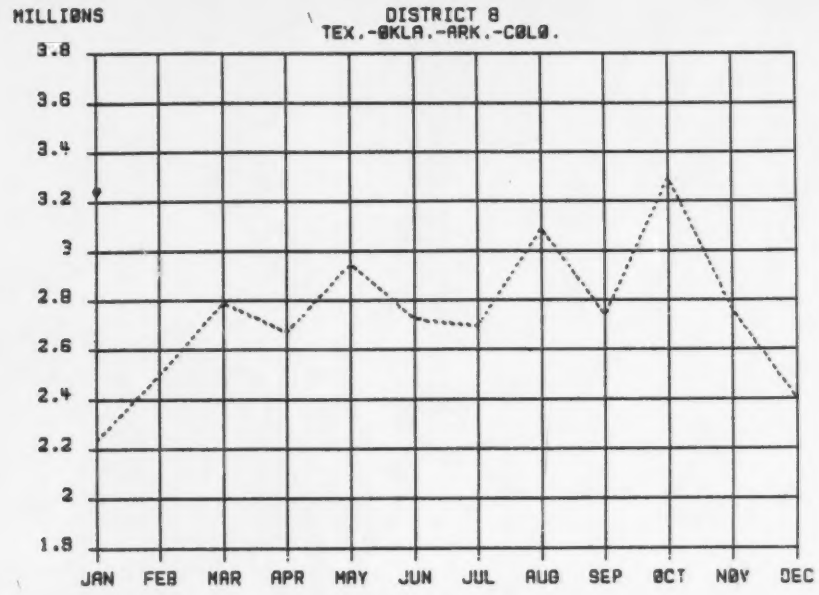
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2											
% Change	Cumulative	7.2											



1984 - - - -

1985 ———

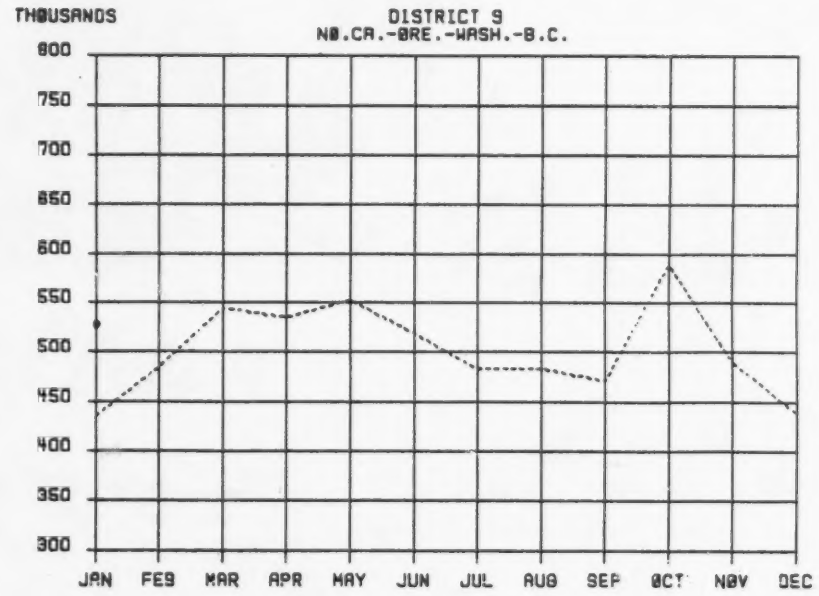
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	29.0											
% Change	Cumulative	29.0											



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2											
% Change	Cumulative	45.2											



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3											
% Change	Cumulative	21.3											

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

FEBRUARY 1985 SALES FOR METAL TREATING INDUSTRY UP 3.5% FROM FEBRUARY 1984

For the first two months of 1985, billings totaled $77.7 million, up 9.5% from the 1984 total of $70.9 million.

In February the Commercial Heat Treating Industry experienced a decline of 2.8% in sales from the previous month.

Seven out of nine MTI districts recorded gains over the February 1984 totals.

A summary of percentage change by geographic regions follows:

	District	Feb. 85 vs. Feb. 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	12.0	21.6
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	6.6	9.2
3	South Central (W.PA-OH-IN-KY)	-1.1	6.9
4	Michigan	5.6	7.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.5	0.7
6	North Central (IL-WI-MN-MO-IA)	-6.7	-0.1
7	Pacific Coast (So.CA-AZ)	9.9	19.0
8	Southwest (TX-OK-AR-CO-LA-UT)	21.2	32.5
9	Northwest (No.CA-OR-WA-B.C.)	1.7	11.0

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1985

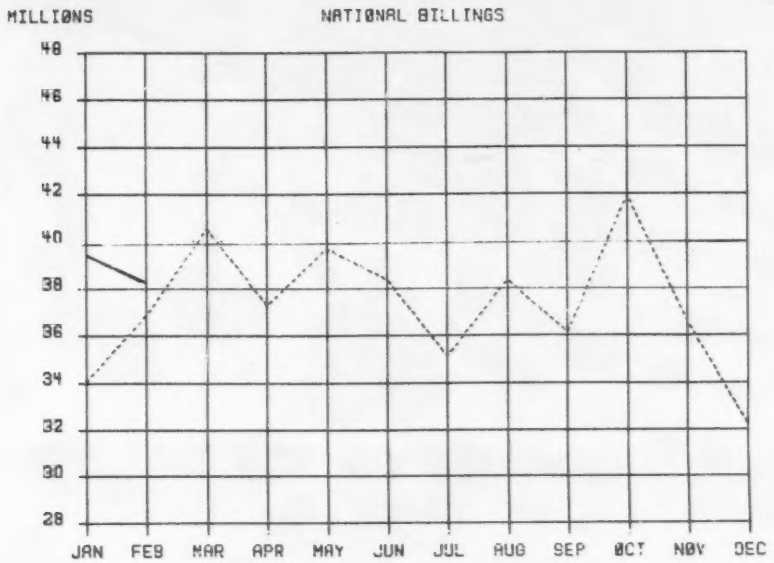
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	36889.1	38272.3	3.7	100.0	100.0
Dist. 1	17	1888.2	2115.3	12.0	5.1	5.5
Dist. 2	39	5812.5	6205.4	6.8	15.8	16.2
Dist. 3	59	6270.7	6200.3	-1.1	17.0	16.2
Dist. 4	30	6325.1	6679.3	5.6	17.1	17.5
Dist. 5	23	1419.9	1455.2	2.5	3.8	3.8
Dist. 6	46	7809.7	7282.9	-6.7	21.2	19.0
Dist. 7	28	4376.6	4808.7	9.9	11.9	12.6
Dist. 8	27	2501.3	3032.1	21.2	6.8	7.9
Dist. 9	9	485.0	493.2	1.7	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	70944.3	77700.6	9.5	100.0	100.0
Dist. 1	3589.5	4363.4	21.6	5.1	5.6
Dist. 2	11381.9	12429.0	9.2	16.0	16.0
Dist. 3	11925.1	12749.1	6.9	16.8	16.4
Dist. 4	12303.9	13182.9	7.1	17.3	17.0
Dist. 5	2831.6	2850.4	0.7	4.0	3.7
Dist. 6	14875.5	14856.1	-0.1	21.0	19.1
Dist. 7	8378.8	9970.2	19.0	11.8	12.8
Dist. 8	4737.9	6278.5	32.5	6.7	8.1
Dist. 9	920.1	1021.1	11.0	1.3	1.3

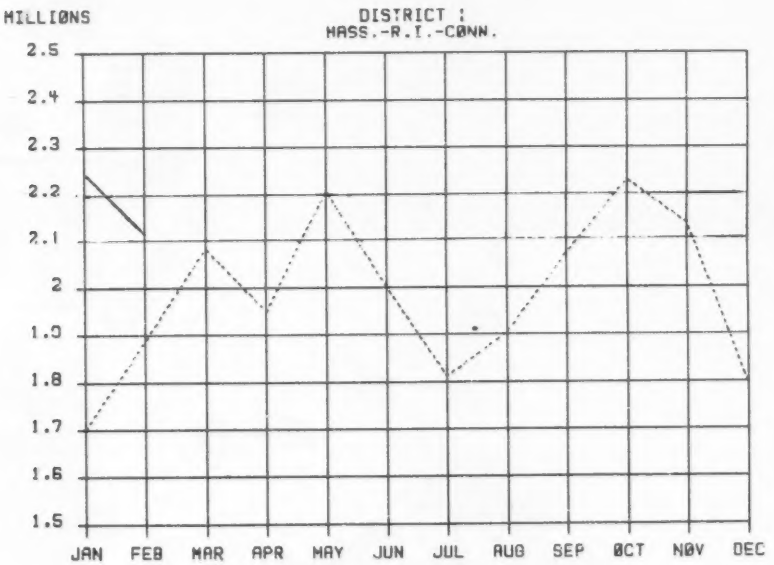
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

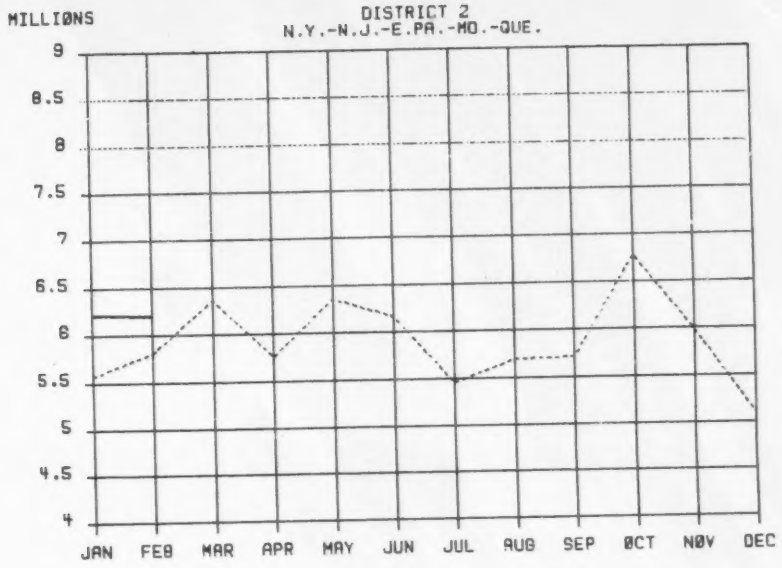
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	3.7										
% Change	Cumulative	15.8	9.5										



1984 - - - -

1985 ———

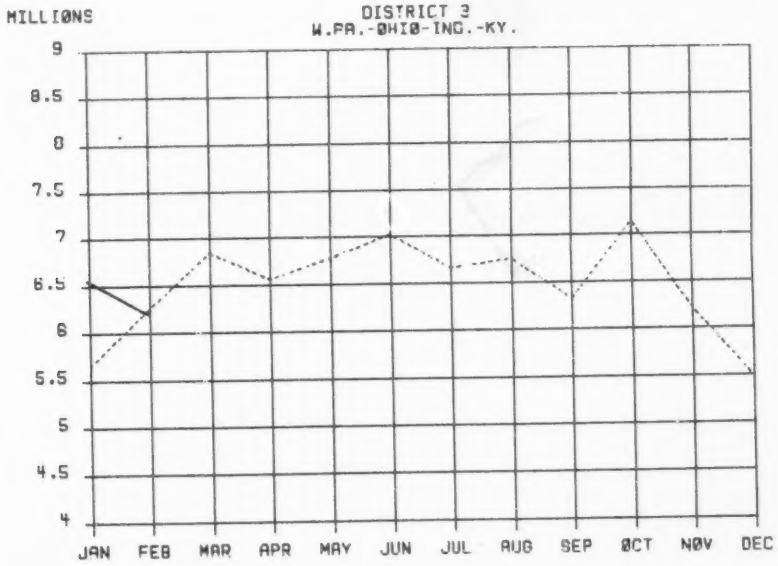
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1	12.0										
% Change	Cumulative	32.1	21.6										



1984 - - - -

1985 ———

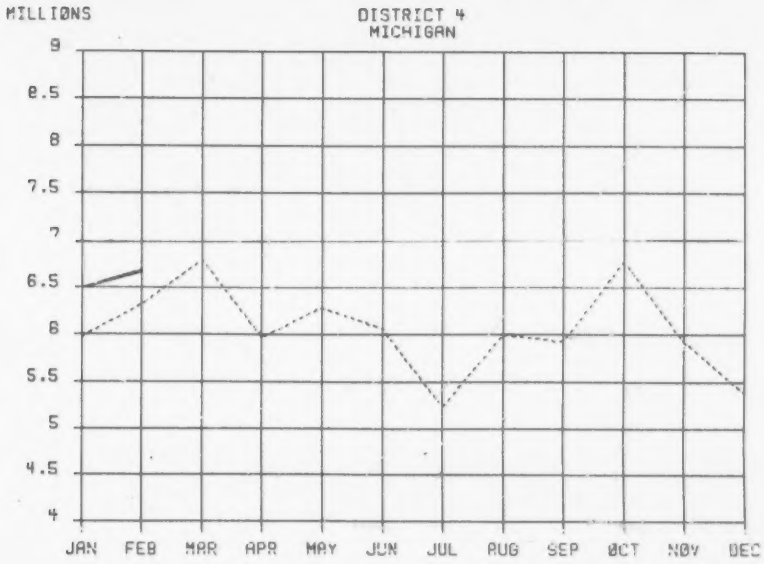
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.7	6.8										
% Change	Cumulative	11.7	9.2										



1984 - - - -

1985 ———

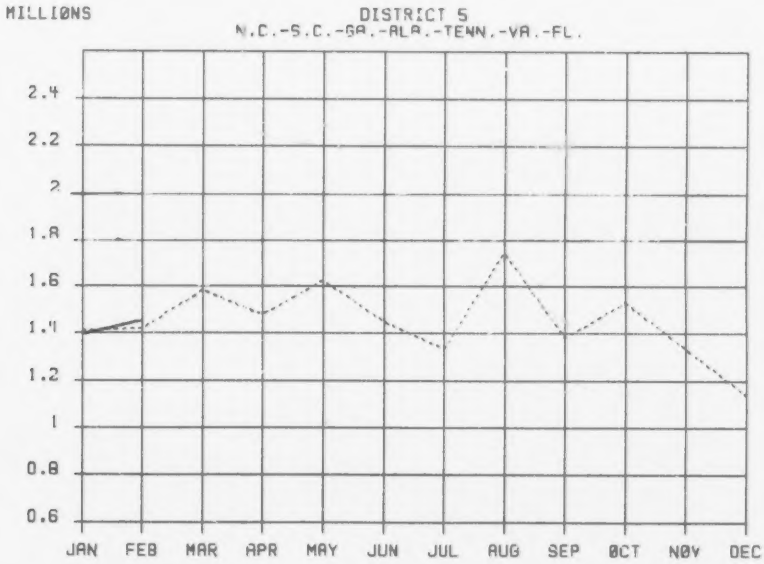
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1										
% Change	Cumulative	15.8	6.9										



1984 - - - -

1985 ———

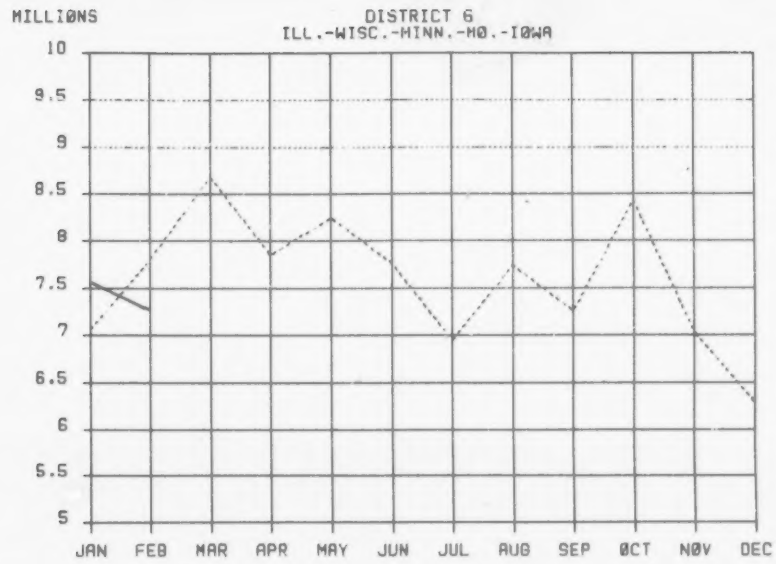
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.8	5.6										
% Change	Cumulative	8.8	7.1										



1984 - - - -

1985 ———

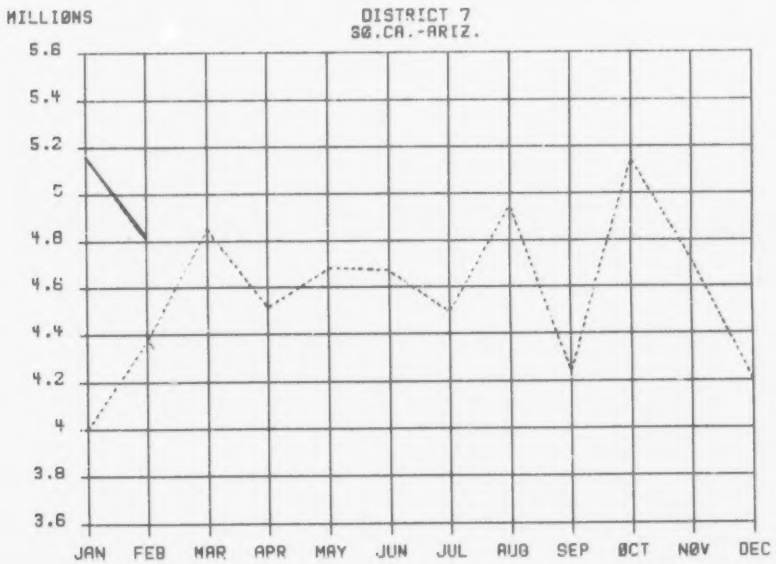
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5										
% Change	Cumulative	-1.2	0.7										



1984 - - - -

1985 ———

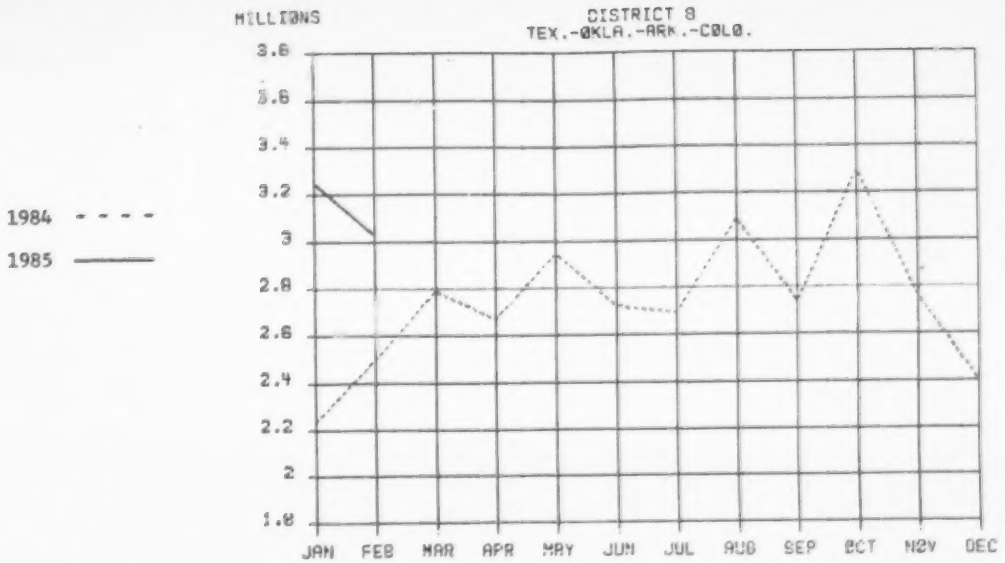
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7										
% Change	Cumulative	7.2	-0.1										



1984 - - - -

1985 ———

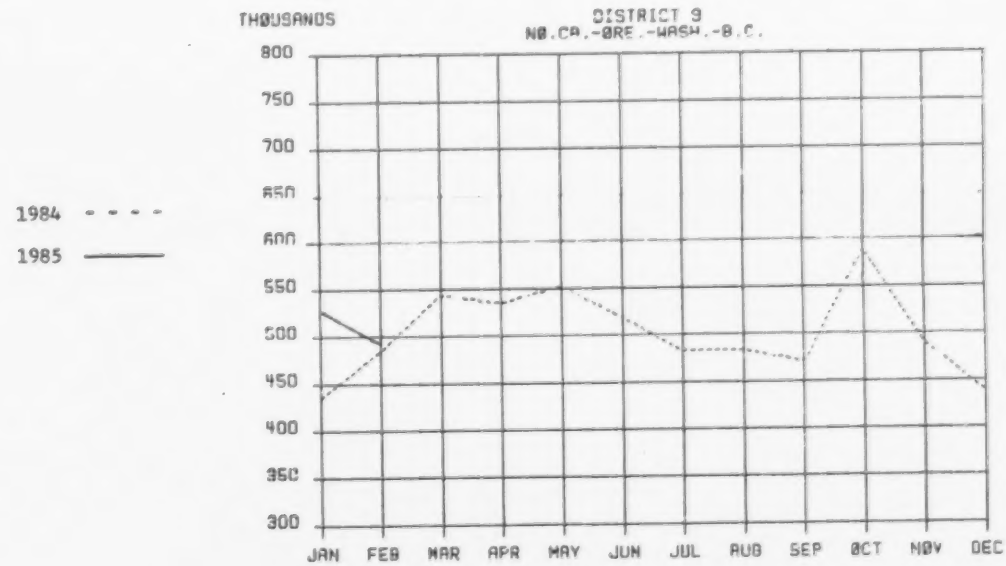
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	29.0	9.9										
% Change	Cumulative	29.0	19.9										



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2										
% Change	Cumulative	45.2	32.5										



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	1.7										
% Change	Cumulative	21.3	11.7										

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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FIRST QUARTER 1985 SALES FOR COMMERCIAL HEAT TREATERS UP 7.4% FROM 1984 FIRST QUARTER

For the first three months of 1985, billings totaled $119 million compared to $111 million for the same period on 1984.

The March 1985 total of $41.6 million was up 3.1% from the March 1984 figure of $40.3 million.

Six out of nine MTI districts recorded gains over the March 1984 totals.

A summary of percentage change by geographic regions follows:

	District	Mar. 85 vs. Mar. 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	6.2	15.9
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	9.0	9.3
3	South Central (W.PA-OH-IN-KY)	4.6	6.1
4	Michigan	3.5	6.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.5	-1.2
6	North Central (IL-WI-MN-MO-IA)	-7.5	-2.9
7	Pacific Coast (So.CA-AZ)	5.7	14.1
8	Southwest (TX-OK-AR-CO-LA-UT)	16.7	26.6
9	Northwest (No.CA-OR-WA-B.C.)	-3.4	5.6

A6376-1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1985

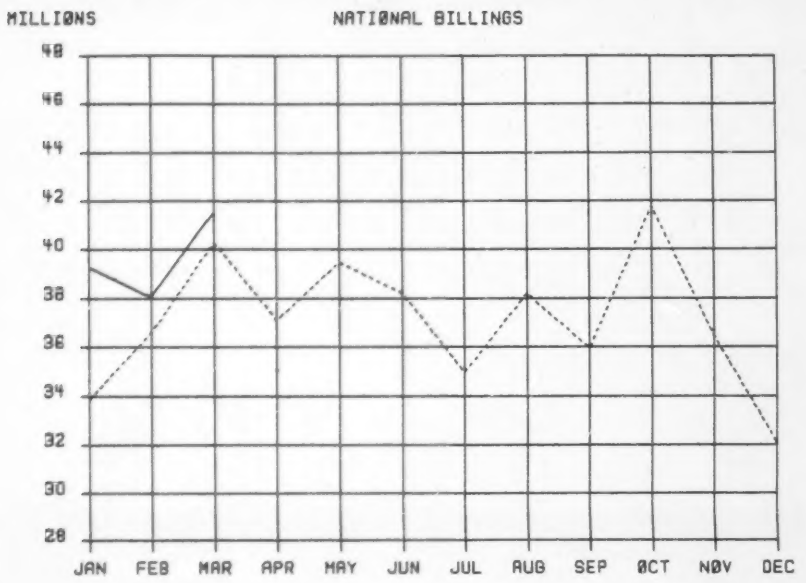
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	40317.4	41557.7	3.1	100.0	100.0
Dist. 1	17	2083.4	2212.3	6.2	5.2	5.3
Dist. 2	39	6295.9	6865.3	9.0	15.6	16.5
Dist. 3	59	6849.7	7162.9	4.6	17.0	17.2
Dist. 4	30	6633.1	6862.0	3.5	16.5	16.5
Dist. 5	23	1583.7	1511.9	-4.5	3.9	3.6
Dist. 6	46	8687.0	8034.4	-7.5	21.5	19.3
Dist. 7	28	4848.5	5125.7	5.7	12.0	12.3
Dist. 8	27	2792.1	3257.3	16.7	6.9	7.8
Dist. 9	9	544.2	525.8	-3.4	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	110805.0	118965.9	7.4	100.0	100.0
Dist. 1	5672.8	6575.7	15.9	5.1	5.5
Dist. 2	17570.2	19200.4	9.3	15.9	16.1
Dist. 3	18774.8	19912.0	6.1	16.9	16.7
Dist. 4	18587.9	19846.5	6.8	16.8	16.7
Dist. 5	4415.3	4362.3	-1.2	4.0	3.7
Dist. 6	23562.5	22890.5	-2.9	21.3	19.2
Dist. 7	13227.2	15095.9	14.1	11.9	12.7
Dist. 8	7530.0	9535.8	26.6	6.8	8.0
Dist. 9	1464.3	1546.9	5.6	1.3	1.3

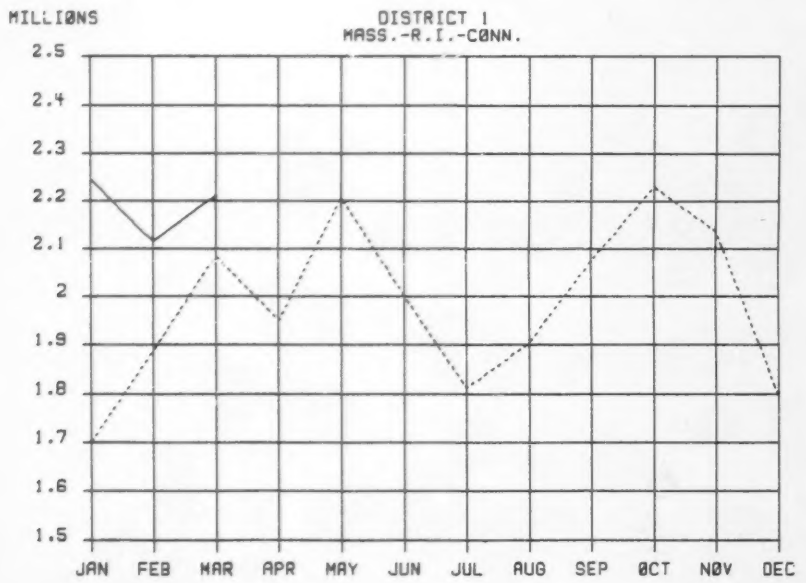
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

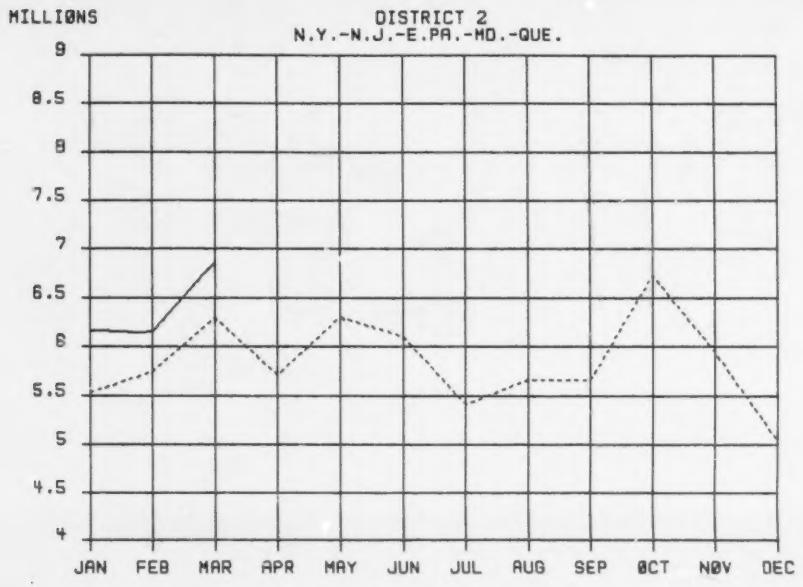
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.0	4.1	3.1									
% Change	Cumulative	16.0	9.8	7.4									



1984 - - - -

1985 ———

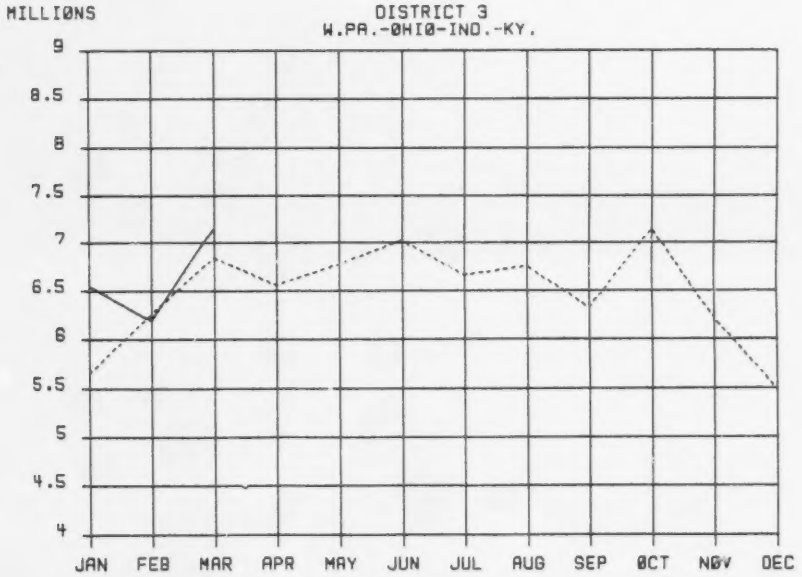
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1	12.0	6.2									
% Change	Cumulative	32.1	21.6	15.9									



1984 - - - -

1985 ———

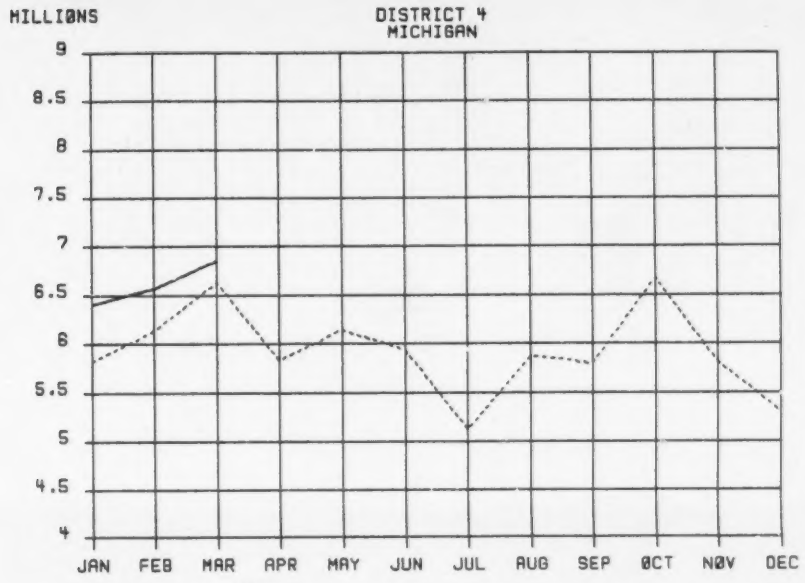
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.7	7.2	9.0									
% Change	Cumulative	11.7	9.4	9.3									



1984 - - - -

1985 ———

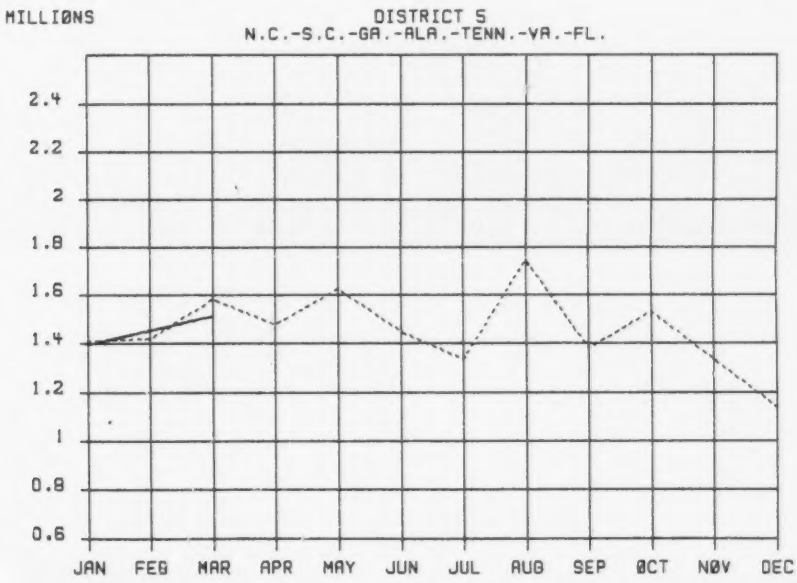
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1	4.6									
% Change	Cumulative	15.8	6.9	6.1									



1984 - - - -

1985 ———

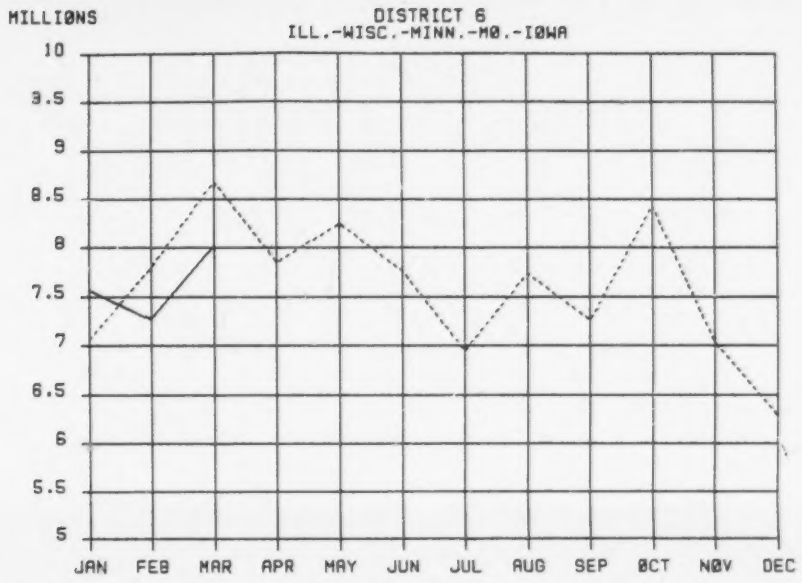
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.2	7.1	3.5									
% Change	Cumulative	10.2	8.6	6.8									



1984 - - - -

1985 ———

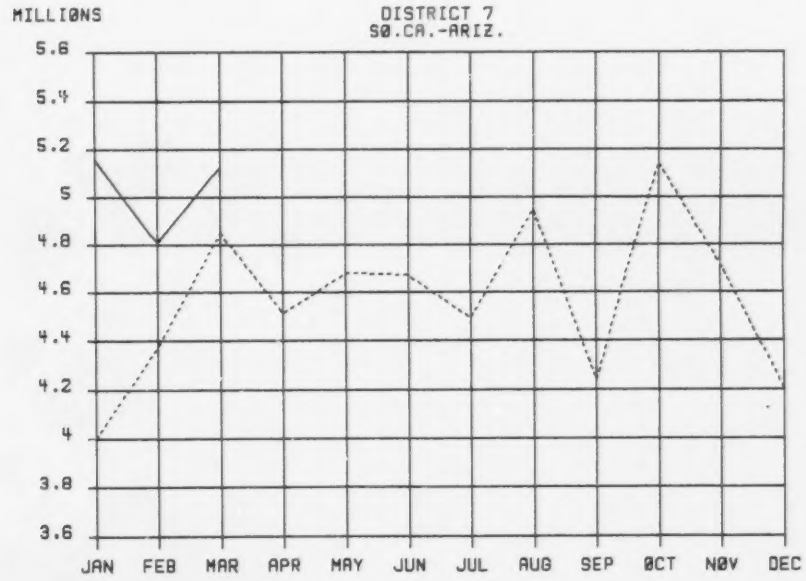
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5									
% Change	Cumulative	-1.2	0.7	-1.2									



1984 - - - -

1985 ———

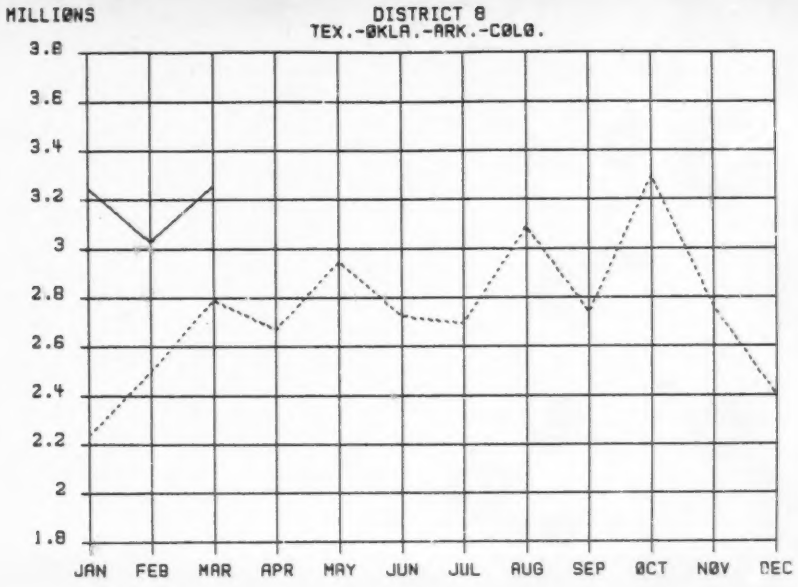
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7	-7.5									
% Change	Cumulative	7.2	-0.1	-2.9									



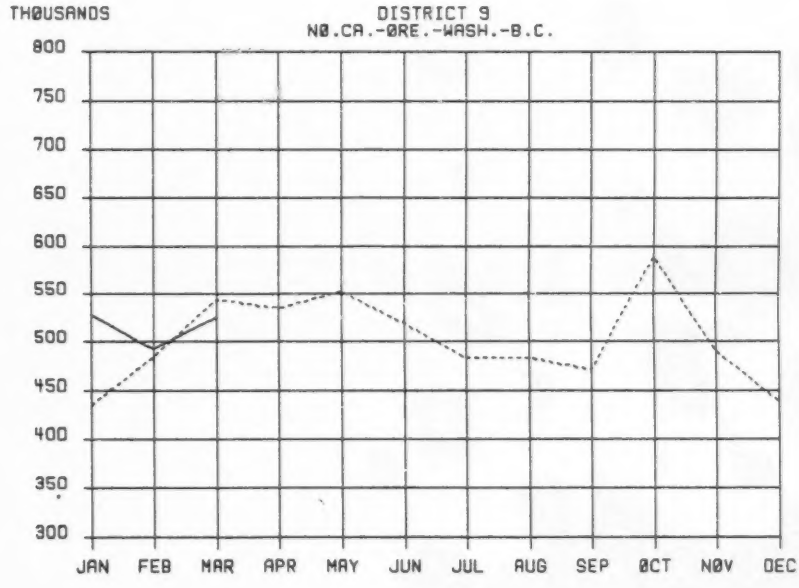
1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	29.0	9.9	5.7									
% Change	Cumulative	29.0	19.0	14.1									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7									
% Change	Cumulative	45.2	32.5	26.6									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	1.7	-3.4									
% Change	Cumulative	21.3	11.7	5.6									

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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APRIL 1985 SALES FOR THE METAL TREATING INDUSTRY ARE UP 9.4% OVER APRIL 1984 FIGURES

April 1985's billings of $40.7 million were off 2.1% from the March 1985 total of $41.6 million.

For the first four months of 1985 the Commercial Heat Treating Industry posted sales of $159.4 million, up 7.9% from the 1984 total of $147.8 for this period.

Seven out of nine MTI districts recorded gains over the April 1984 and January-April 1984 totals.

A summary of percentage change by geographic regions follows:

	District	Apr. 85 vs. Apr. 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	23.4	18.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	11.1	7.6
3	South Central (W.PA-OH-IN-KY)	5.5	5.9
4	Michigan	12.4	7.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.4	-2.0
6	North Central (IL-WI-MN-MO-IA)	-4.6	-3.3
7	Pacific Coast (CA-AZ-ORE-WASH)	21.7	15.4
8	Southwest (TX-OK-AR-CO-LA-UT)	18.9	24.6
9	Northwest (CANADA)	18.6	19.8

Note: Beginning in April, 1985, District 9 is now composed of Canadian Metal Treating Companies. Northern California, Oregon and Washington companies formerly in District 9 are now in District 7. Canadian companies formerly in Districts 2 and 4 are now found in District 9.

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1985

BILLINGS FOR MONTH

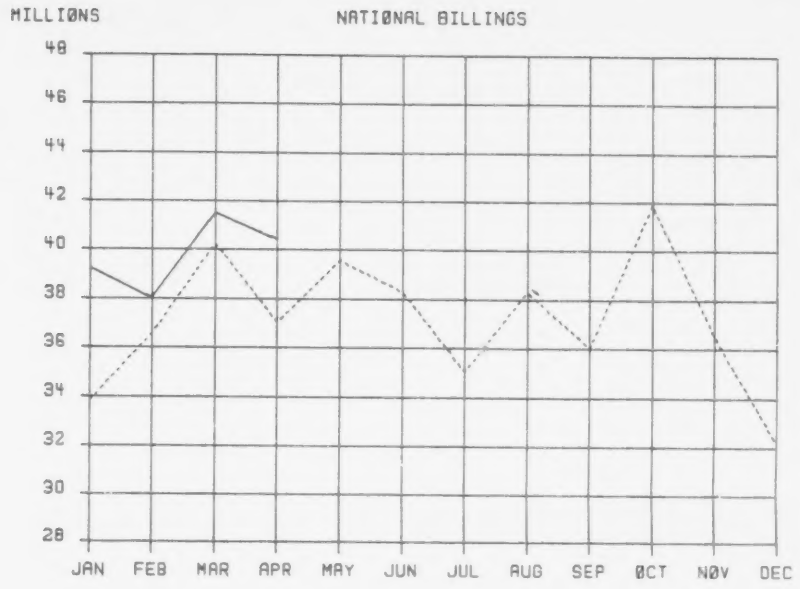
	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	37173.2	40673.1	9.4	100.0	100.0
Dist. 1	17	1949.7	2406.4	23.4	5.2	5.9
Dist. 2	39	4375.0	4860.8	11.1	11.8	12.0
Dist. 3	59	6560.6	6923.2	5.5	17.6	17.0
Dist. 4	30	5757.8	6471.1	12.4	15.5	15.9
Dist. 5	23	1478.9	1413.1	-4.4	4.0	3.5
Dist. 6	46	7855.2	7490.0	-4.6	21.1	18.4
Dist. 7	28	5110.1	6252.6	22.4	13.7	15.4
Dist. 8	27	2671.4	3177.7	18.9	7.2	7.8
Dist. 9	9	1414.5	1678.2	18.6	3.8	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	147765.3	159391.7	7.9	100.0	100.0
Dist. 1	7622.6	9015.0	18.3	5.2	5.7
Dist. 2	17807.8	19168.8	7.6	12.1	12.0
Dist. 3	25335.4	26835.2	5.9	17.1	16.8
Dist. 4	24147.7	26008.8	7.7	16.3	16.3
Dist. 5	5894.1	5775.4	-2.0	4.0	3.6
Dist. 6	31417.7	30380.5	-3.3	21.3	19.1
Dist. 7	19599.2	22619.9	15.4	13.3	14.2
Dist. 8	10201.4	12713.4	24.6	6.9	8.0
Dist. 9	5739.5	6874.6	19.8	3.9	4.3

[1] Total MTI membership including firms that do not participate in monthly analysis.

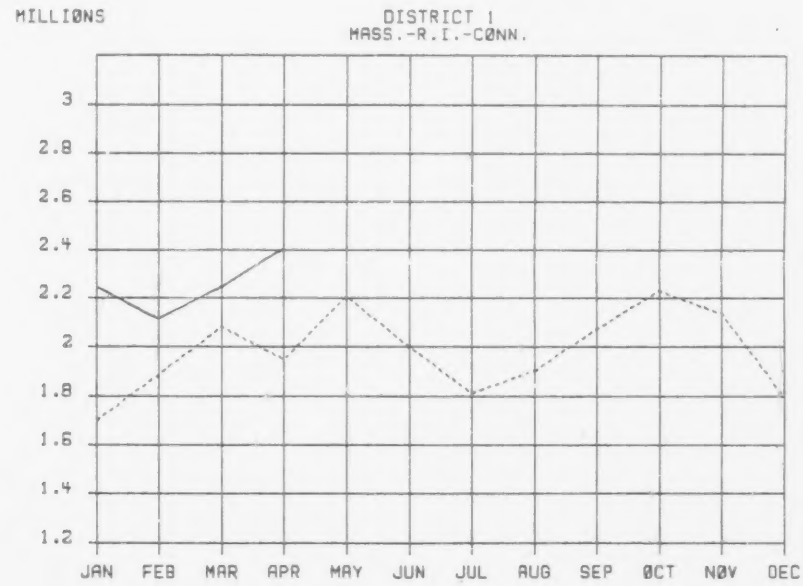
NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.



1984 - - - -

1985 ———

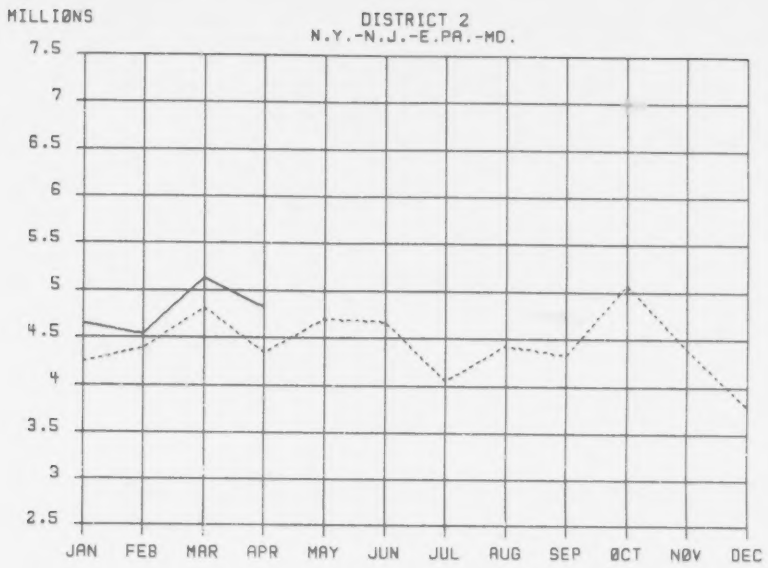
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.1	4.0	3.1	9.3								
% Change	Cumulative	16.1	9.8	7.4	7.9								



1984 - - - -

1985 — —

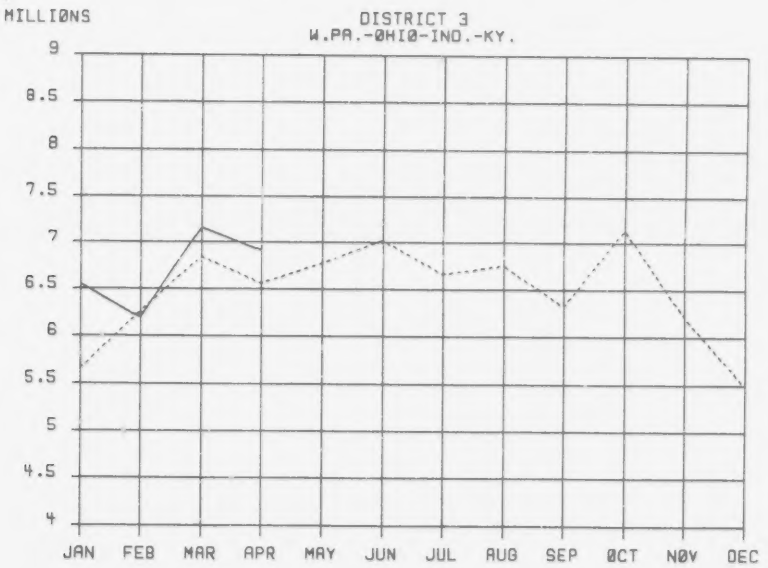
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1	12.0	7.8	23.4								
% Change	Cumulative	32.1	21.6	16.5	18.3								



1984 - - - -

1985 ———

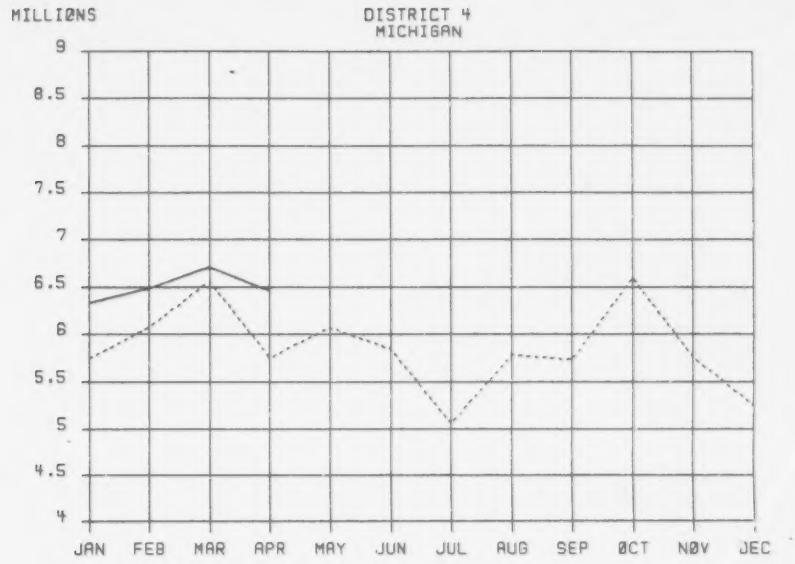
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	3.5	6.6	11.1								
% Change	Cumulative	9.6	6.5	6.5	7.6								



1984 - - - -

1985 ———

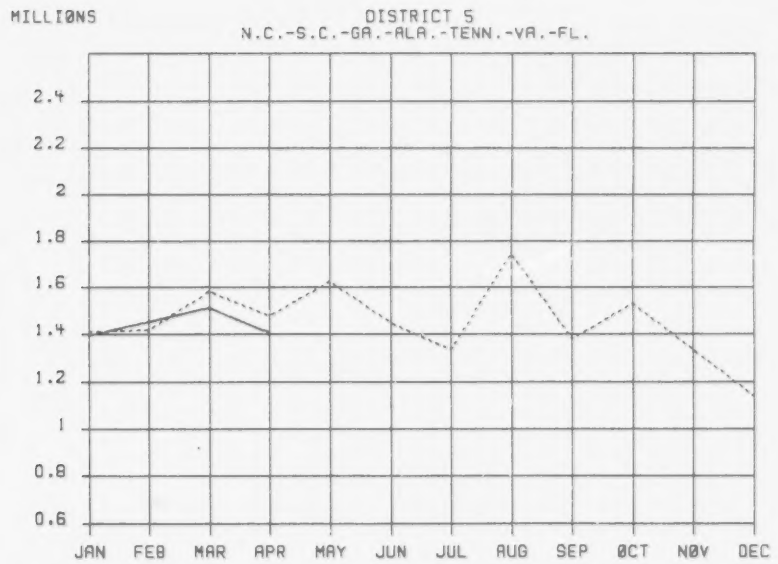
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1	4.6	5.5								
% Change	Cumulative	15.8	6.9	6.1	5.9								



1984 - - - -

1985 ———

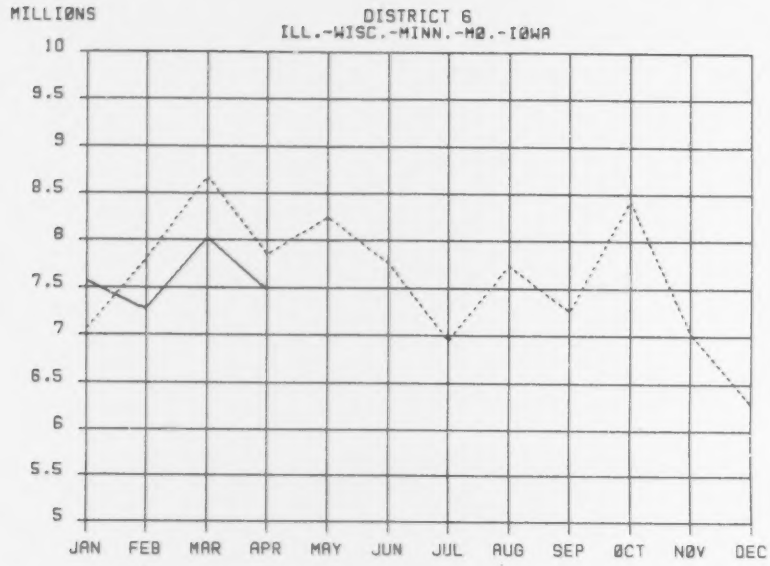
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.2	6.7	2.3	12.4								
% Change	Cumulative	10.2	8.4	6.2	7.7								



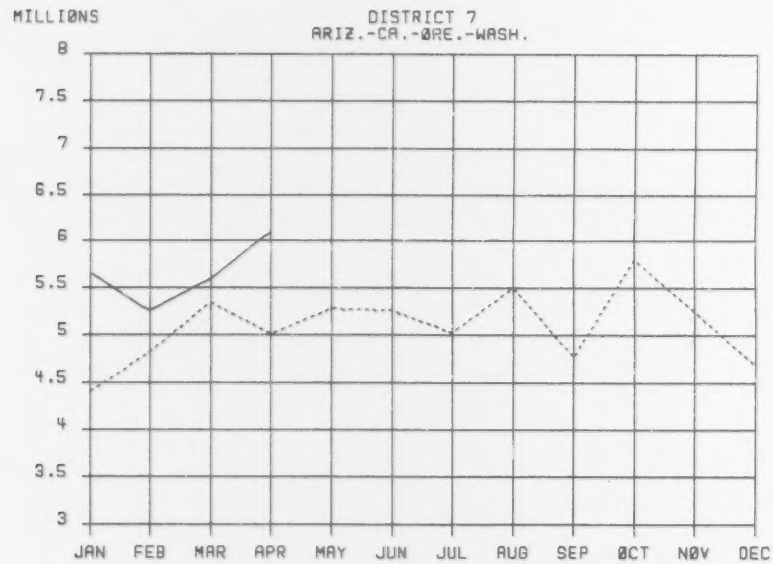
1984 - - - -

1985 ———

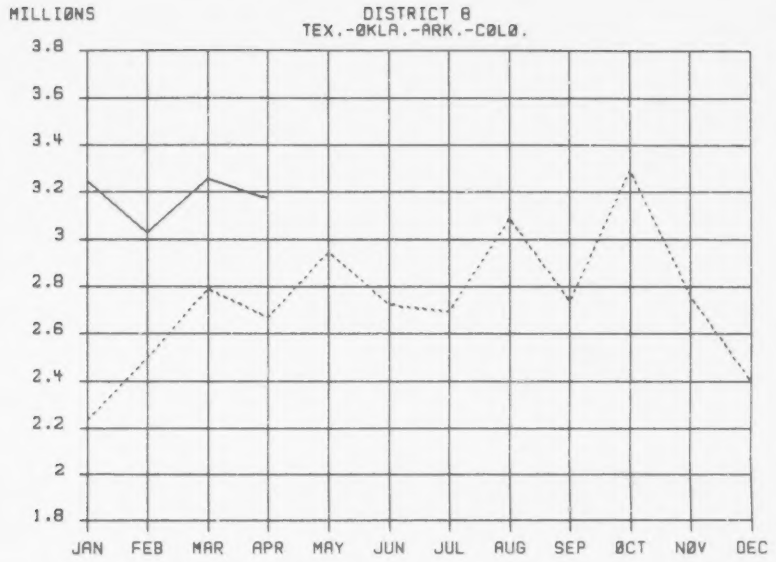
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4								
% Change	Cumulative	-1.2	0.7	-1.2	-2.0								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7	-7.5	-4.6								
% Change	Cumulative	7.2	-0.1	-2.9	-3.3								



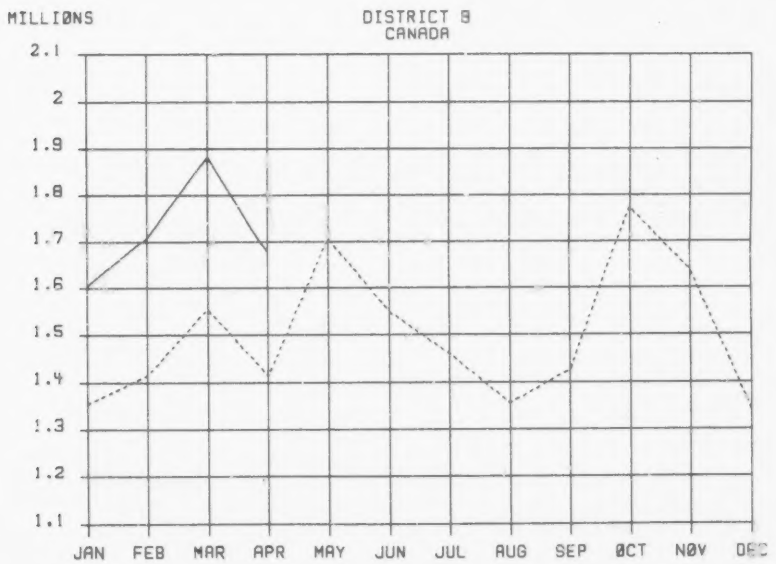
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	28.4	9.0	4.7	21.7								
% Change	Cumulative	28.4	18.2	13.3	15.4								



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9								
% Change	Cumulative	45.2	32.5	26.6	24.6								



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.5	20.7	21.1	18.6								
% Change	Cumulative	18.5	19.6	20.1	19.8								

A4376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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MAY 1985 BILLINGS FOR COMMERCIAL HEAT TREATERS ARE UP 5.5% OVER MAY 1984 TOTAL

The May 1985 total was $42.1 million. Sales for May 1984 amounted to $39.9 million.

For the year-to-date, 1985 billings have reached $202.7 million, up 7.5% from the 1984 figure of $188.6 million.

Seven out of nine MTI districts show improvement over May 1984's sales as well as in year-to-date performance.

A summary of percentage change by geographic regions follows:

	District	May 85 vs. May 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	6.4	16.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.8	7.7
3	South Central (W.PA-OH-IN-KY)	3.9	5.8
4	Michigan	9.1	8.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.0	-2.4
6	North Central (IL-WI-MN-MO-IA)	-8.2	-4.3
7	Pacific Coast (CA-AZ-ORE-WASH)	15.1	15.4
8	Southwest (TX-OK-AR-CO-LA-UT)	11.9	21.8
9	Canada	24.1	20.0

Note: Beginning in April, 1985, District 9 is now composed of Canadian Metal Treating Companies. Northern California, Oregon and Washington companies formerly in District 9 are now in District 7. Canadian companies formerly in Districts 2 and 4 are now found in District 9.

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

MAY, 1985

BILLINGS FOR MONTH

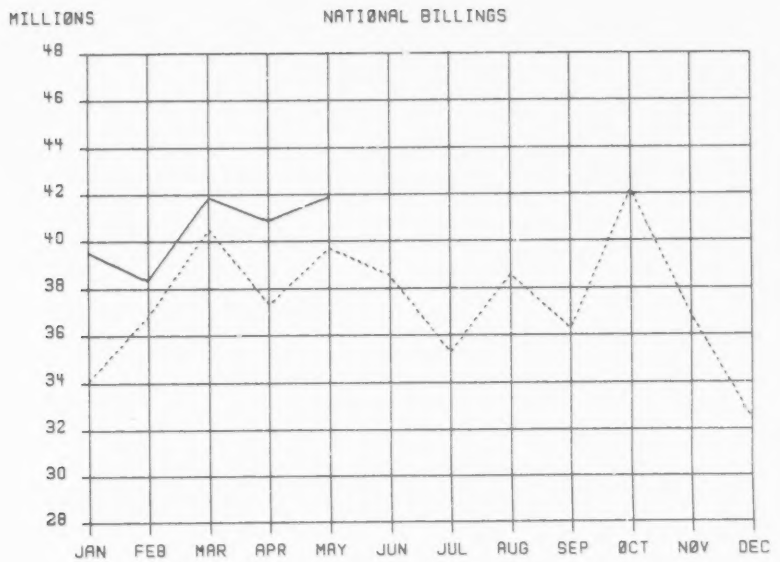
	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	39858.3	42070.2	5.5	100.0	100.0
Dist. 1	17	2371.7	2524.7	6.4	6.0	6.0
Dist. 2	39	4705.3	5072.0	7.8	11.8	12.1
Dist. 3	59	6782.8	7050.3	3.9	17.0	16.8
Dist. 4	30	6078.2	6630.5	9.1	15.2	15.8
Dist. 5	23	1625.9	1561.5	-4.0	4.1	3.7
Dist. 6	46	8254.4	7580.9	-8.2	20.7	18.0
Dist. 7	28	5315.7	6147.7	15.7	13.3	14.6
Dist. 8	27	2948.6	3299.7	11.9	7.4	7.8
Dist. 9	9	1775.5	2202.9	24.1	4.5	5.2
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	188593.1	202676.1	7.5	100.0	100.0
Dist. 1	10585.8	12297.7	16.2	5.6	6.1
Dist. 2	22483.2	24210.2	7.7	11.9	11.9
Dist. 3	32118.3	33985.5	5.8	17.0	16.8
Dist. 4	30349.3	32778.3	8.0	16.1	16.2
Dist. 5	7520.1	7336.9	-2.4	4.0	3.6
Dist. 6	39672.1	37948.2	-4.3	21.0	18.7
Dist. 7	24972.0	28815.8	15.4	13.2	14.2
Dist. 8	13150.0	16013.1	21.8	7.0	7.9
Dist. 9	7742.3	9290.4	20.0	4.1	4.6

[1] Total MTI membership including firms that do not participate in monthly analysis.

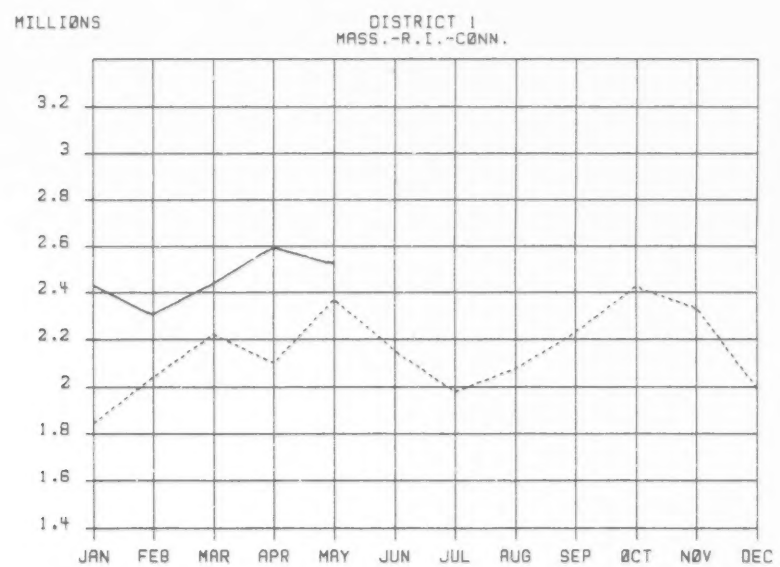
NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.



1984 - - - -

1985 ———

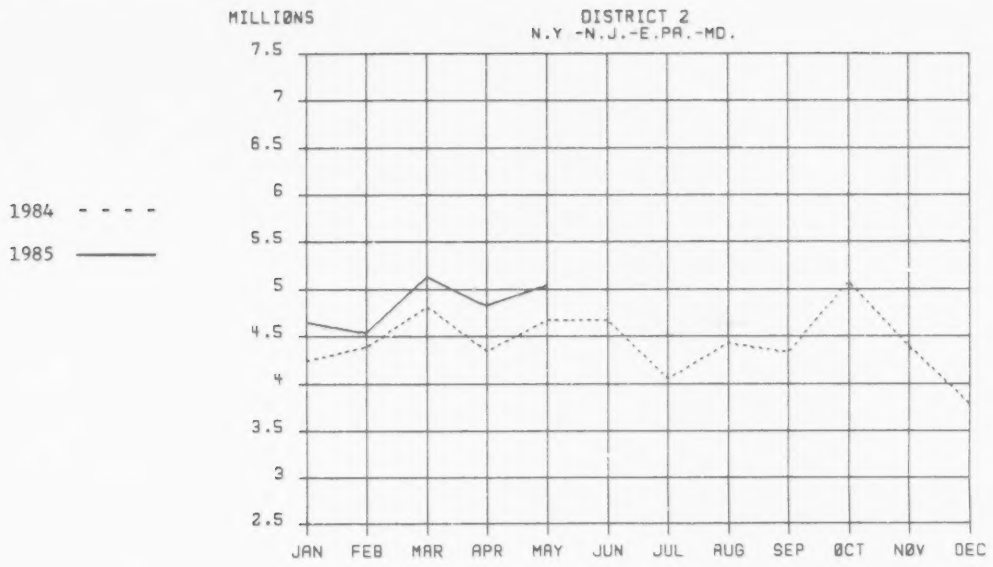
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.1	4.1	3.3	9.6	5.5							
% Change	Cumulative	16.1	9.9	7.5	8.0	7.5							



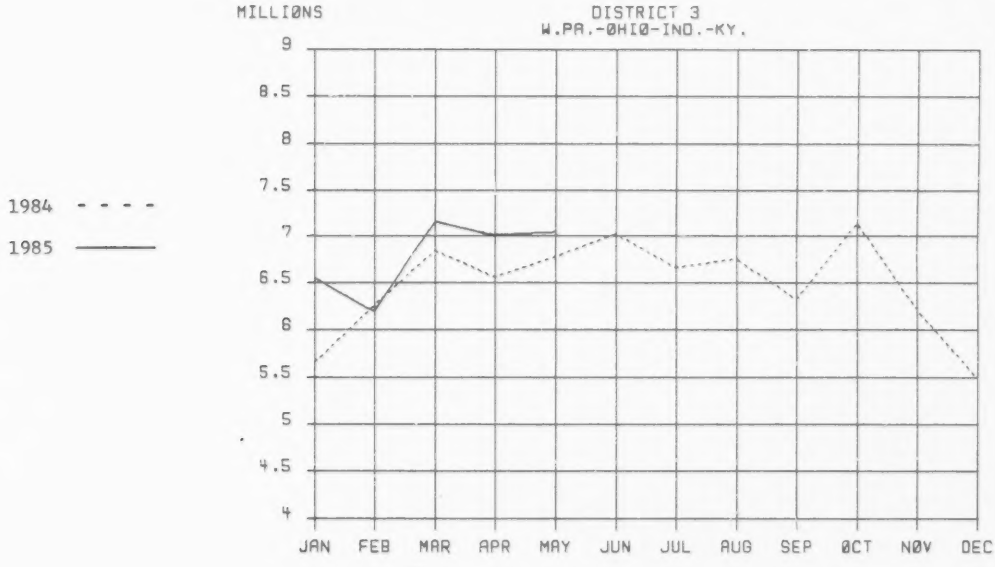
1984 - - - -

1985 ———

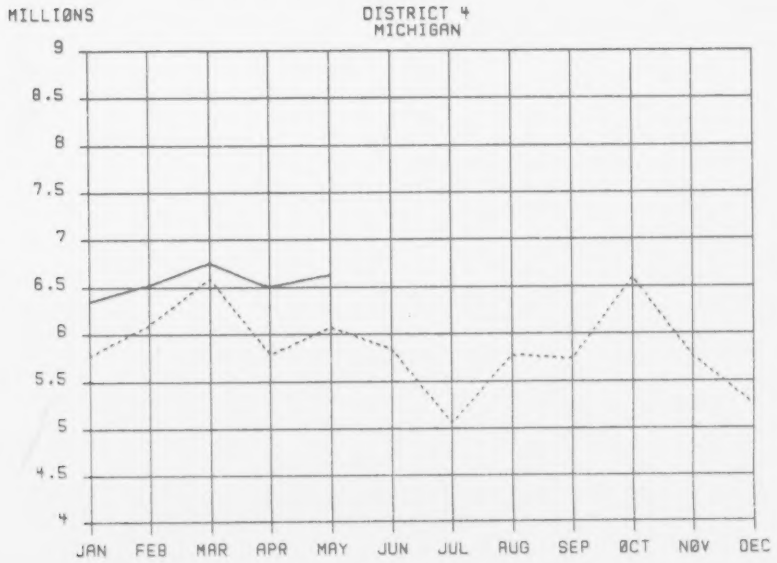
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4							
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	3.5	6.6	11.1	7.8							
% Change	Cumulative	9.6	6.5	6.5	7.6	7.7							



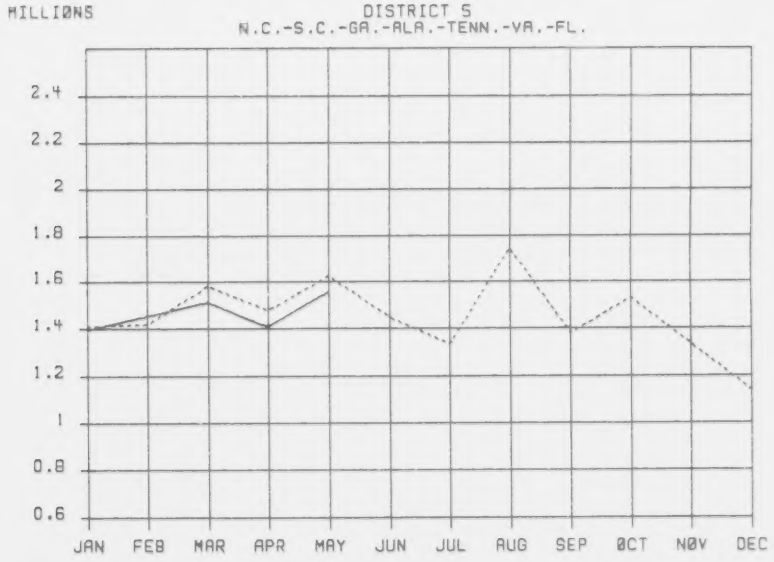
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1	4.6	7.1	3.9							
% Change	Cumulative	15.8	6.9	6.1	6.3	5.8							



1984 - - - -

1985 ———

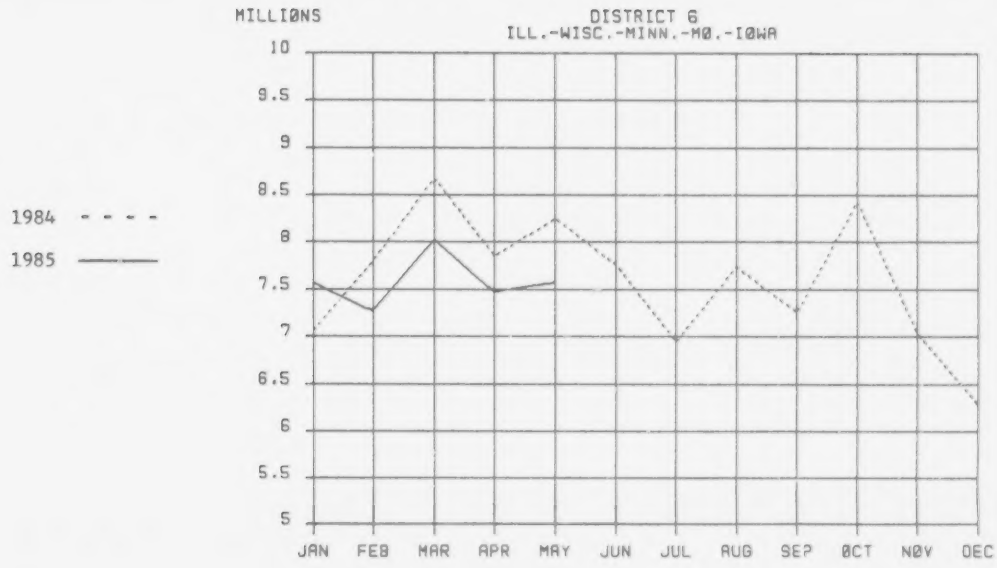
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1							
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0							



1984 - - - -

1985 ———

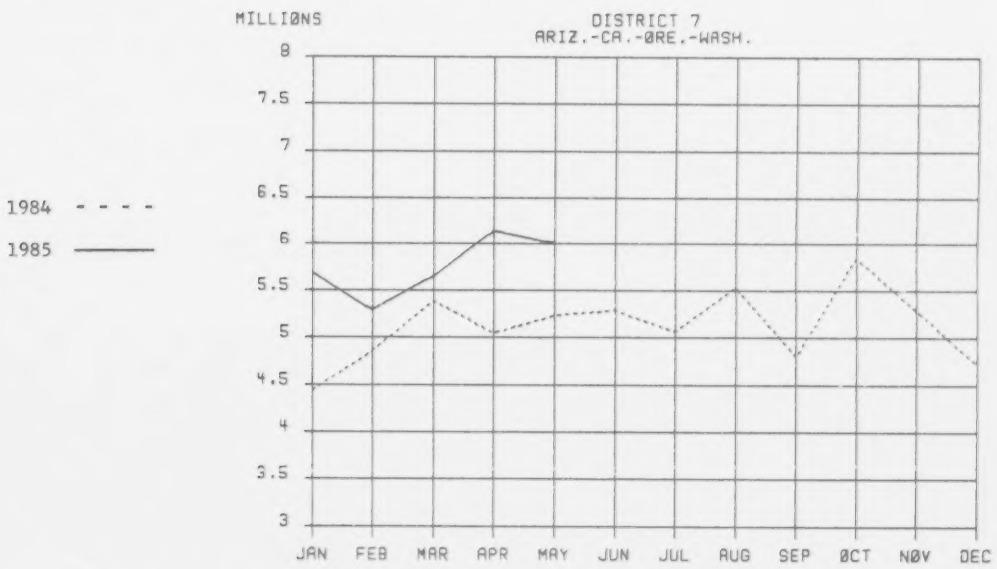
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0							
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4							



1984 - - - -

1985 ———

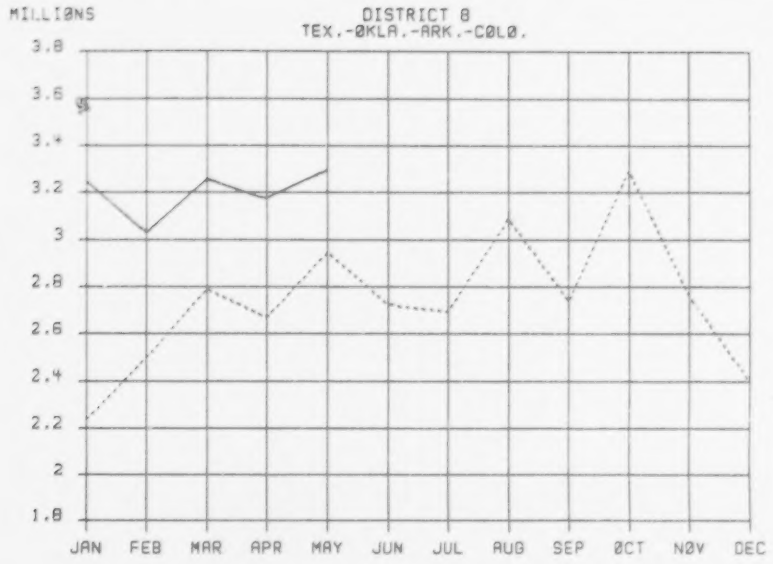
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.2	-6.7	-7.5	-4.8	-8.2							
% Change	Cumulative	7.2	-0.1	-2.9	-3.3	-4.3							



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	28.2	9.1	4.8	21.9	15.1							
% Change	Cumulative	28.2	18.2	13.3	15.5	15.4							



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	11.9							
% Change	Cumulative	45.2	32.5	26.6	24.6	21.8							

1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1							
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0							

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY RECORDS 6.8% INCREASE IN BILLINGS FOR THE FIRST HALF OF 1985

The Metal Treating Industry's sales total of $243.6 million for the first six months of 1985 is 6.8% above the 1984 total for this period of $228.1 million.

For the month of June, sales amounted to $40.2 million, up 3.8% from the June 1984 total of $38.8 million.

Seven out of nine MTI districts improved over their June 1984 performance as well as in year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Jun 85 vs. Jun 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	15.5	16.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	3.3	6.9
3	South Central (W.PA-OH-IN-KY)	5.2	5.9
4	Michigan	5.8	7.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-1.4	-2.3
6	North Central (IL-WI-MN-MO-IA)	-3.5	-3.8
7	Pacific Coast (CA-AZ-ORE-WASH)	6.5	13.6
8	Southwest (TX-OK-AR-CO-LA-UT)	5.8	17.4
9	Canada	2.5	17.0

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1985

BILLINGS FOR MONTH

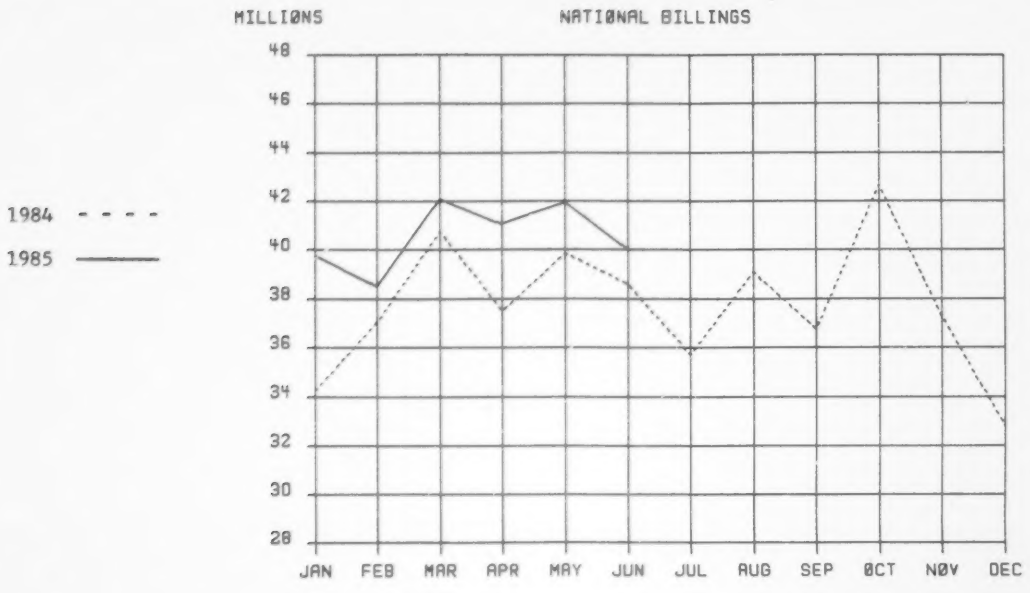
	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38759.2	40215.3	3.8	100.0	100.0
Dist. 1	17	2154.9	2489.0	15.5	5.6	6.2
Dist. 2	39	4678.3	4830.3	3.3	12.1	12.0
Dist. 3	59	6906.0	7265.7	5.2	17.8	18.1
Dist. 4	30	5851.3	6190.1	5.8	15.1	15.4
Dist. 5	23	1451.0	1430.1	-1.4	3.7	3.6
Dist. 6	46	7938.9	7657.7	-3.5	20.5	19.0
Dist. 7	28	5435.3	5809.9	6.9	14.0	14.4
Dist. 8	27	2725.4	2883.7	5.8	7.0	7.2
Dist. 9	9	1618.1	1658.8	2.5	4.2	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	228096.3	243583.1	6.8	100.0	100.0
Dist. 1	12740.7	14786.6	16.1	5.6	6.1
Dist. 2	27130.5	29011.1	6.9	11.9	11.9
Dist. 3	38678.7	40952.4	5.9	17.0	16.8
Dist. 4	36200.6	38968.4	7.6	15.9	16.0
Dist. 5	8971.1	8767.0	-2.3	3.9	3.6
Dist. 6	48211.4	46362.4	-3.8	21.1	19.0
Dist. 7	30927.5	35143.1	13.6	13.6	14.4
Dist. 8	15875.4	18643.0	17.4	7.0	7.7
Dist. 9	9360.5	10949.1	17.0	4.1	4.5

[1] Total MTI membership including firms that do not participate in monthly analysis.

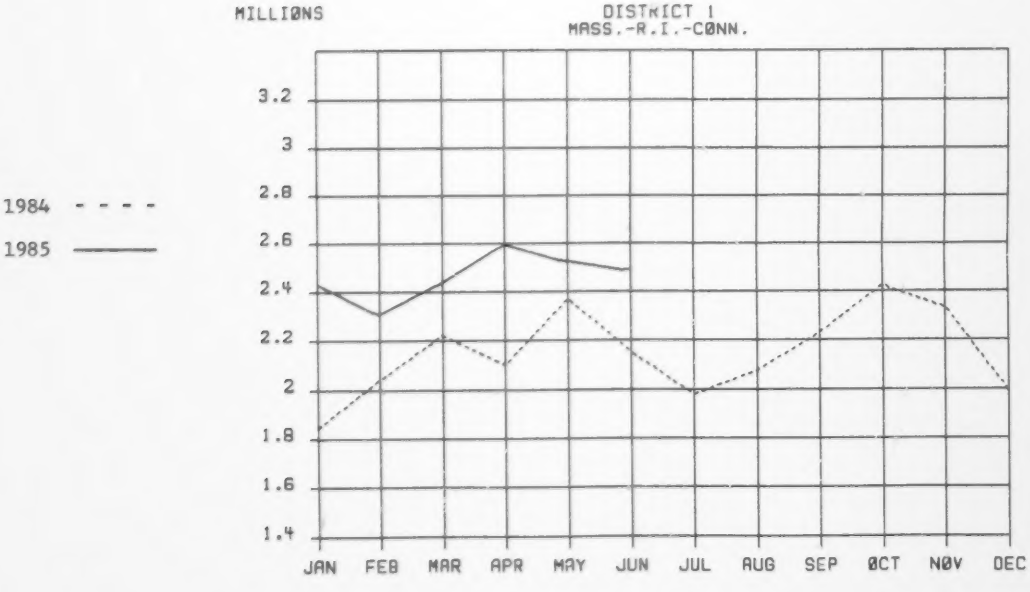
NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.



1984 - - - -

1985 ———

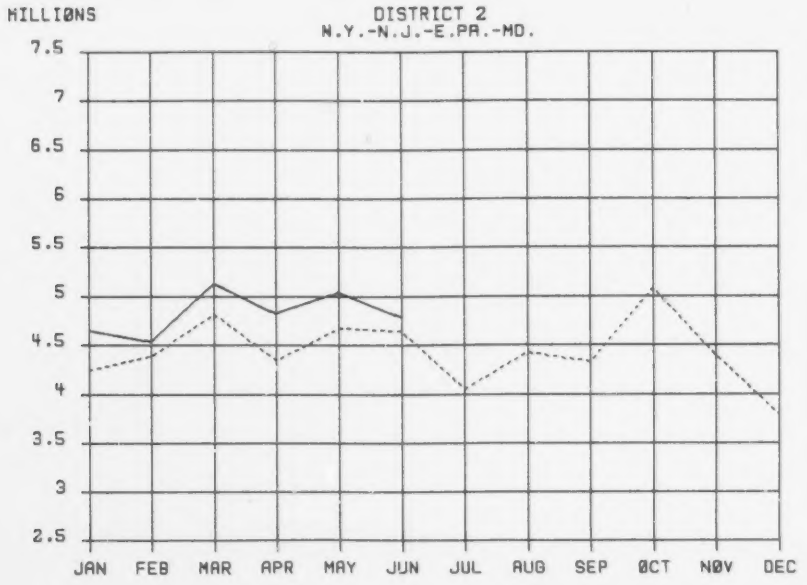
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.0	3.3	9.6	5.2	3.7						
% Change	Cumulative	16.3	9.9	7.5	8.0	7.4	6.8						



1984 - - - -

1985 ———

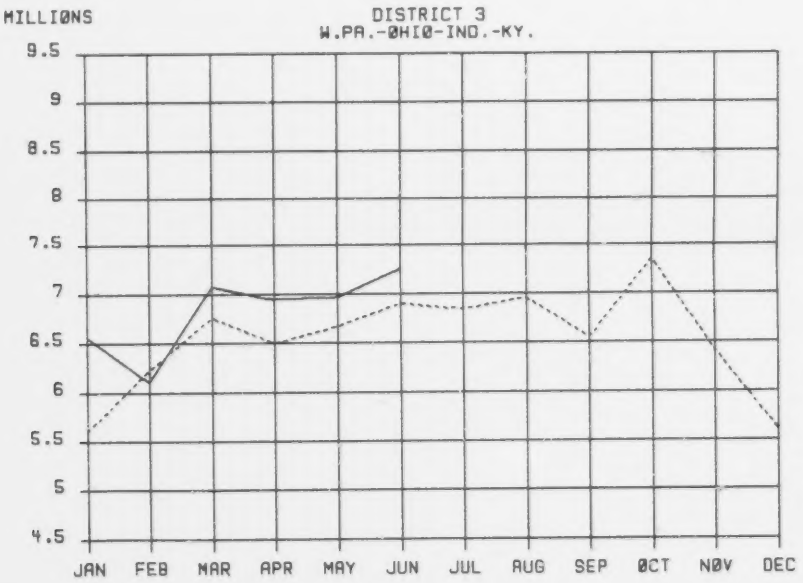
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	15.5						
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.1						



1984 - - - -

1985 ———

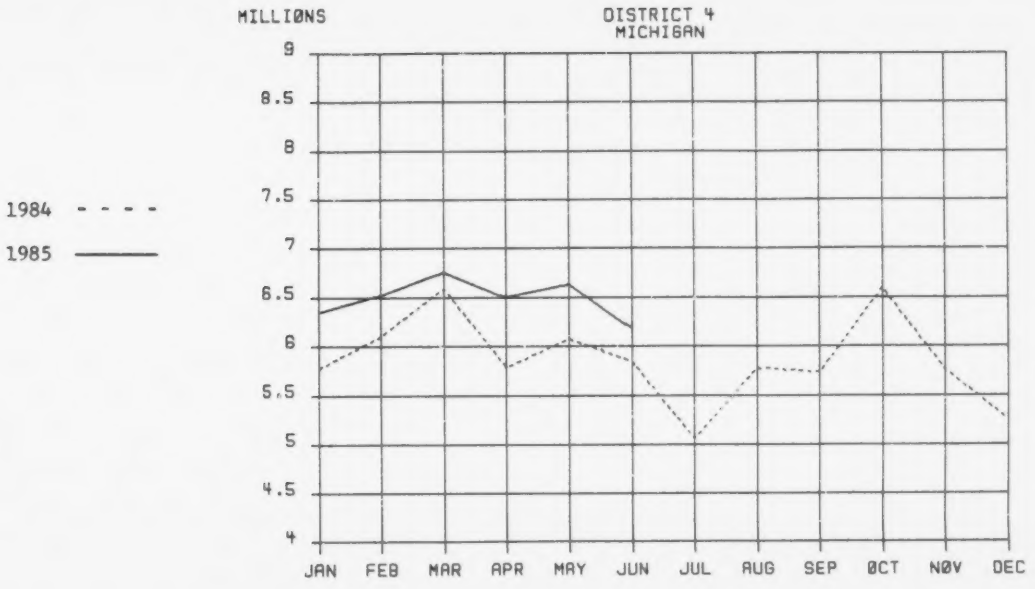
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	3.5	6.6	11.1	7.8	3.3						
% Change	Cumulative	9.6	6.5	6.5	7.6	7.7	6.9						



1984 - - - -

1985 ———

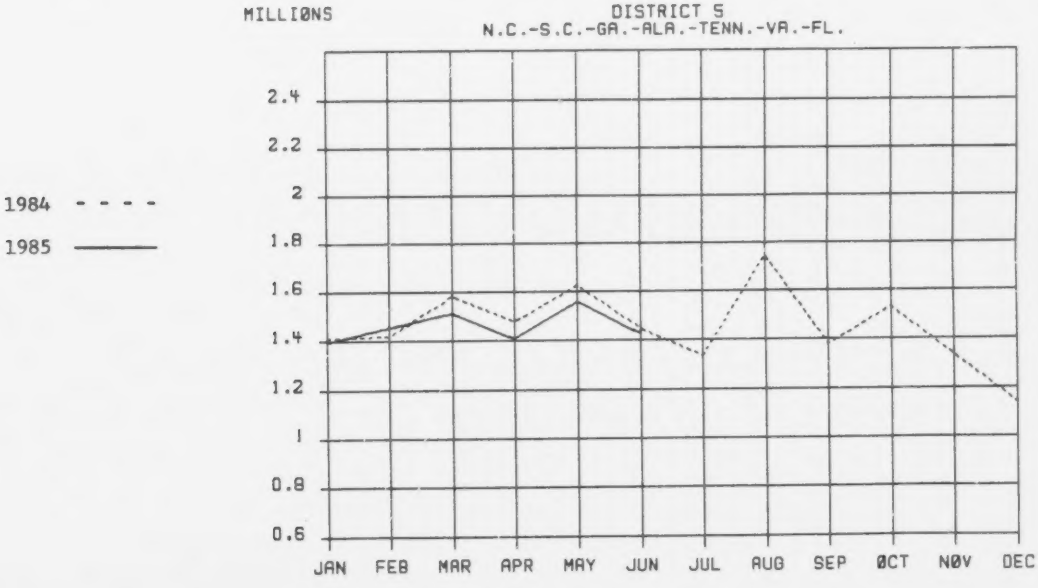
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.2	-1.9	4.6	6.9	4.6	5.2						
% Change	Cumulative	17.2	7.1	6.2	6.4	6.0	5.9						



1984 - - - -

1985 ———

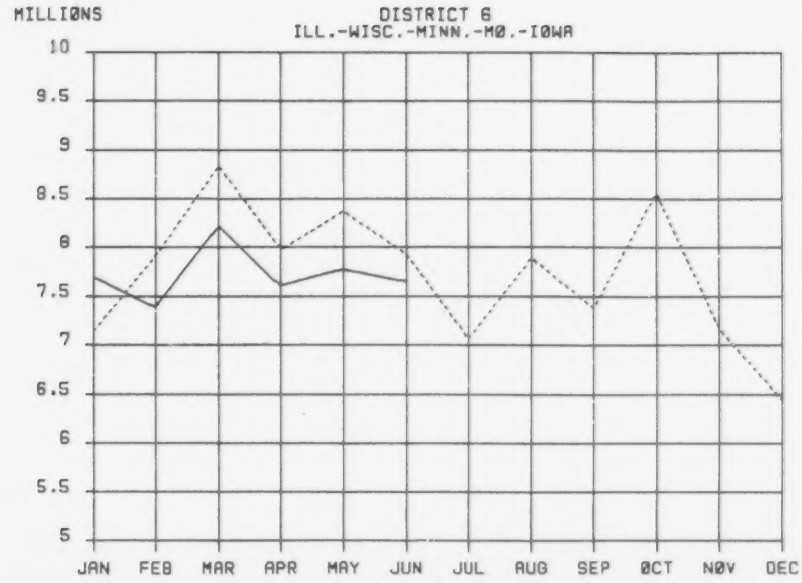
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8						
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6						



1984 - - - -

1985 ———

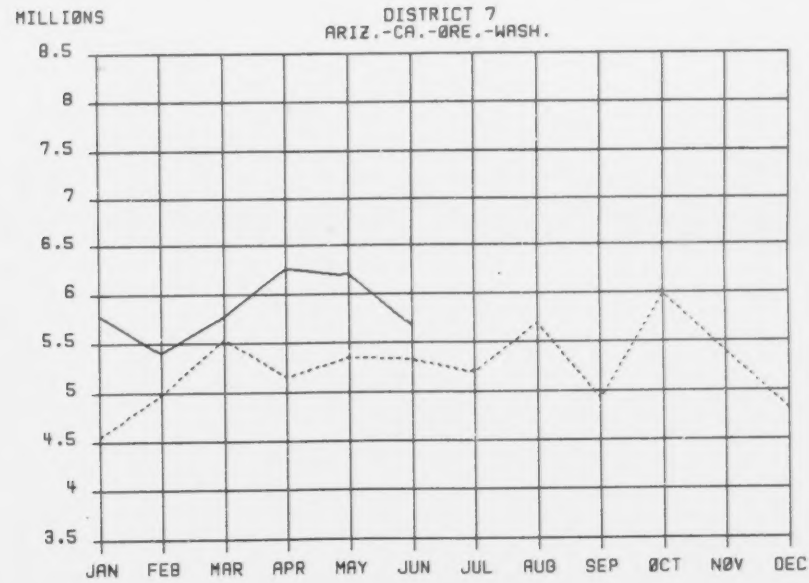
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4						
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3						



1984 - - - -

1985 ———

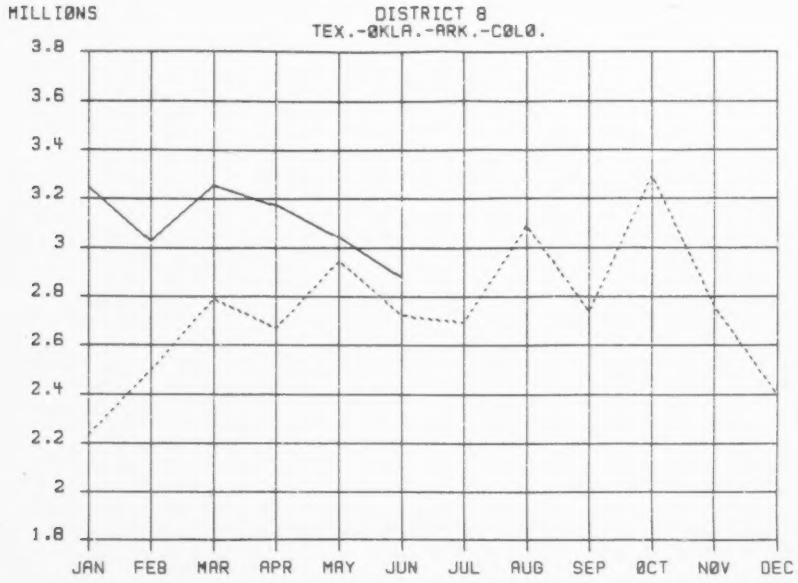
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.6	-6.6	-7.0	-4.6	-7.1	-3.5						
% Change	Cumulative	7.6	-0.2	-2.5	-3.0	-3.9	-3.8						



1984 - - - -

1985 ———

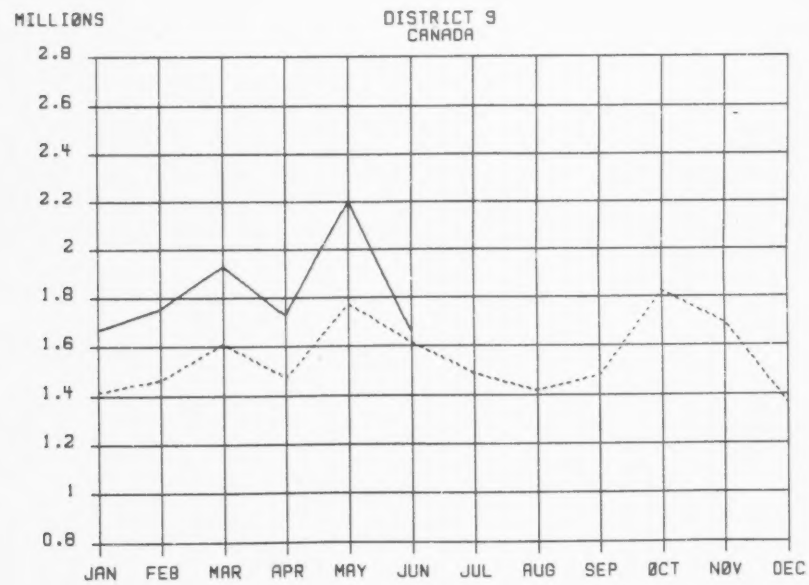
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	8.5	4.2	21.7	15.9	6.5						
% Change	Cumulative	27.3	17.5	12.6	14.9	15.1	13.6						



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8						
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4						



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1	2.5						
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0	17.0						

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

JULY 1985 BILLINGS FOR METAL TREATING INDUSTRY EXCEED JULY 1984 TOTAL BY 6.1%

July 1985 sales equaled $37.6 million, up from $35.4 million in July 1984.

For the current year-to-date, billings amounted to $281.0 million, up 6.8% from 1984's total of $263.0 million.

In the near term, sales have declined 10.6% since May of this year, and they have hit their lowest mark since December, 1984.

Eight out of nine MTI districts improved over their July 1984 performance and seven out of nine improved over their 1984 year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Jul 85 vs. Jul 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	12.6	15.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	9.1	7.5
3	South Central (W.PA-OH-IN-KY)	1.6	5.6
4	Michigan	18.1	8.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.5	-1.9
6	North Central (IL-WI-MN-MO-IA)	-6.5	-4.2
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	13.5
8	Southwest (TX-OK-AR-CO-LA-UT)	9.1	16.2
9	Canada	15.5	16.8

METAL TREATING INSTITUTE
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TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JULY, 1985

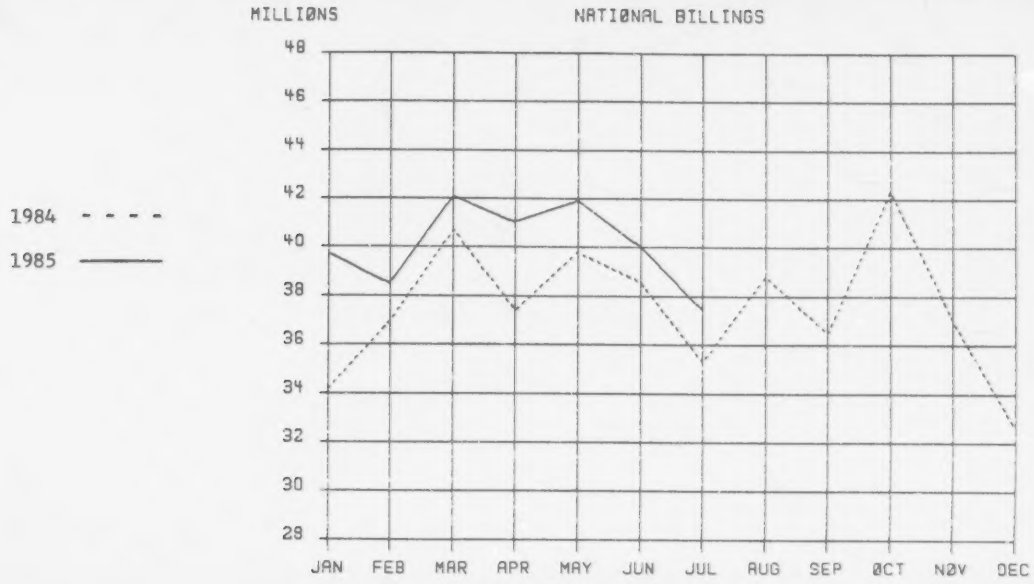
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	35432.7	37601.9	6.1	100.0	100.0
Dist. 1	17	1979.3	2228.8	12.6	5.6	5.9
Dist. 2	39	4001.9	4367.8	9.1	11.3	11.6
Dist. 3	59	6725.7	6830.9	1.6	19.0	18.2
Dist. 4	30	5060.1	5975.9	18.1	14.3	15.9
Dist. 5	23	1336.0	1342.6	0.5	3.8	3.6
Dist. 6	46	7069.7	6607.9	-6.5	20.0	17.6
Dist. 7	28	5074.1	5585.3	10.1	14.3	14.9
Dist. 8	27	2695.1	2940.8	9.1	7.6	7.8
Dist. 9	9	1490.7	1722.1	15.5	4.2	4.6
Foreign	22					

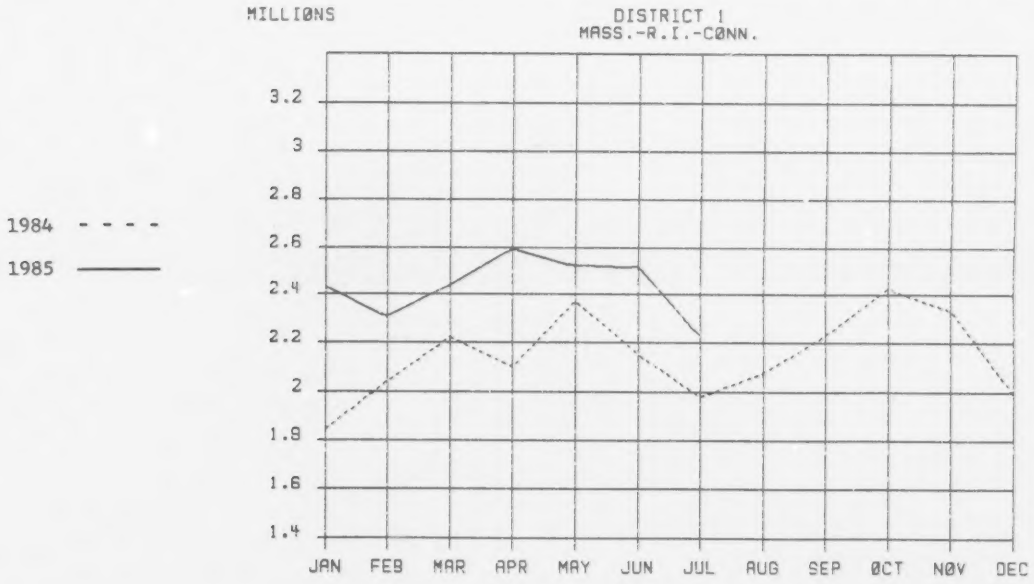
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	263040.6	280990.0	6.8	100.0	100.0
Dist. 1	14720.0	17044.3	15.8	5.6	6.1
Dist. 2	30742.2	33057.2	7.5	11.7	11.8
Dist. 3	46225.6	48795.1	5.5	17.6	17.4
Dist. 4	41260.7	44944.3	8.9	15.7	16.0
Dist. 5	10307.1	10109.6	-1.9	3.9	3.6
Dist. 6	55281.1	52970.3	-4.2	21.0	18.9
Dist. 7	35082.1	39814.4	13.5	13.3	14.2
Dist. 8	18570.5	21583.7	16.2	7.1	7.7
Dist. 9	10851.1	12671.2	16.8	4.1	4.5

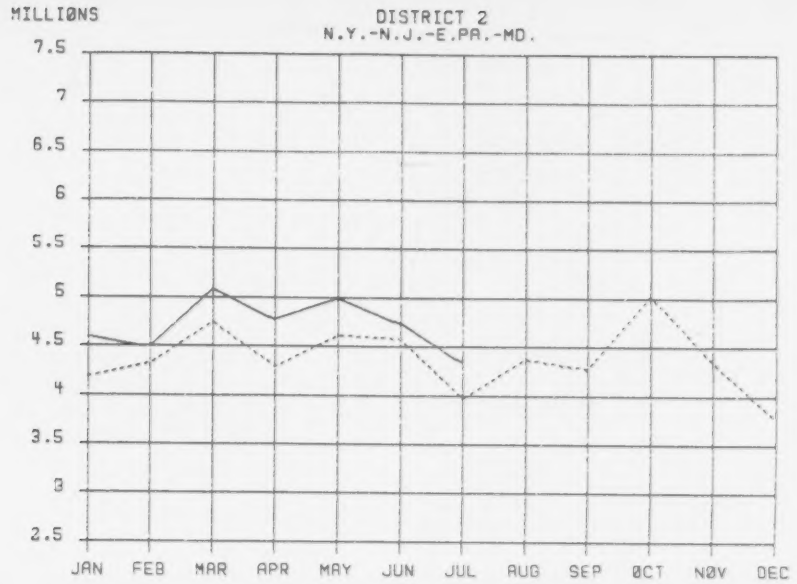
[1] Total MTI membership including firms that do not participate in monthly analysis.



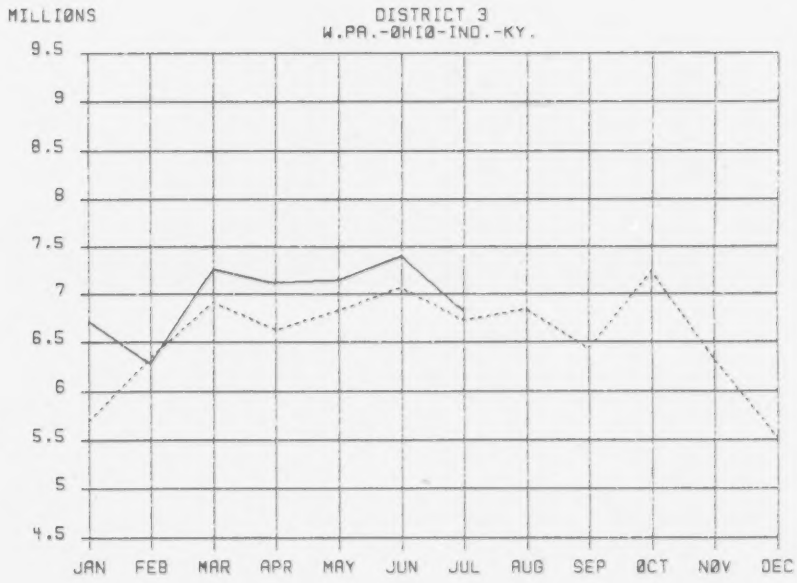
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.4	4.2	3.4	9.8	5.3	3.8	6.1					
% Change	Cumulative	16.4	10.1	7.6	8.2	7.6	6.9	6.8					



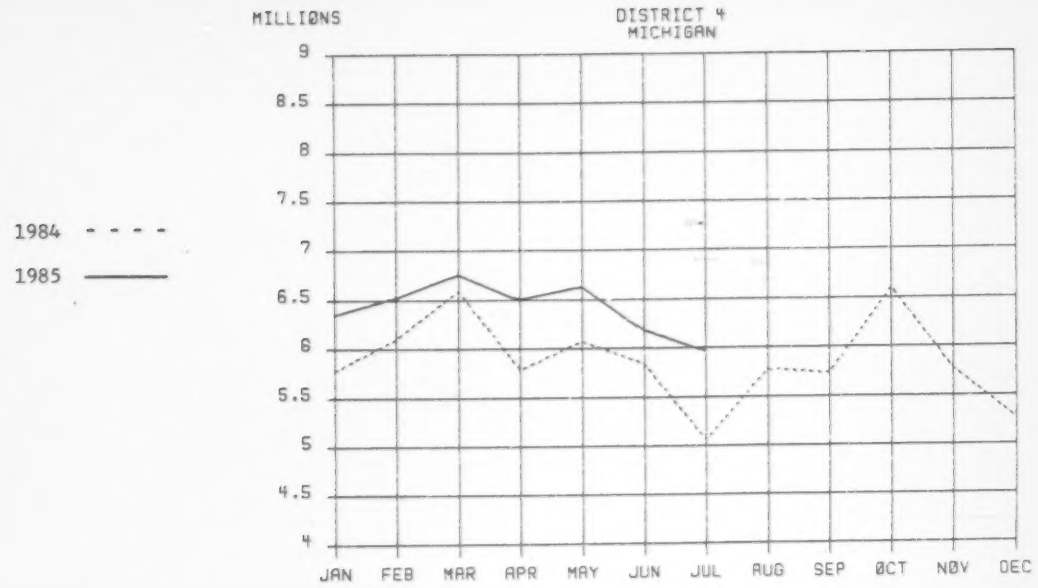
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6					
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8					



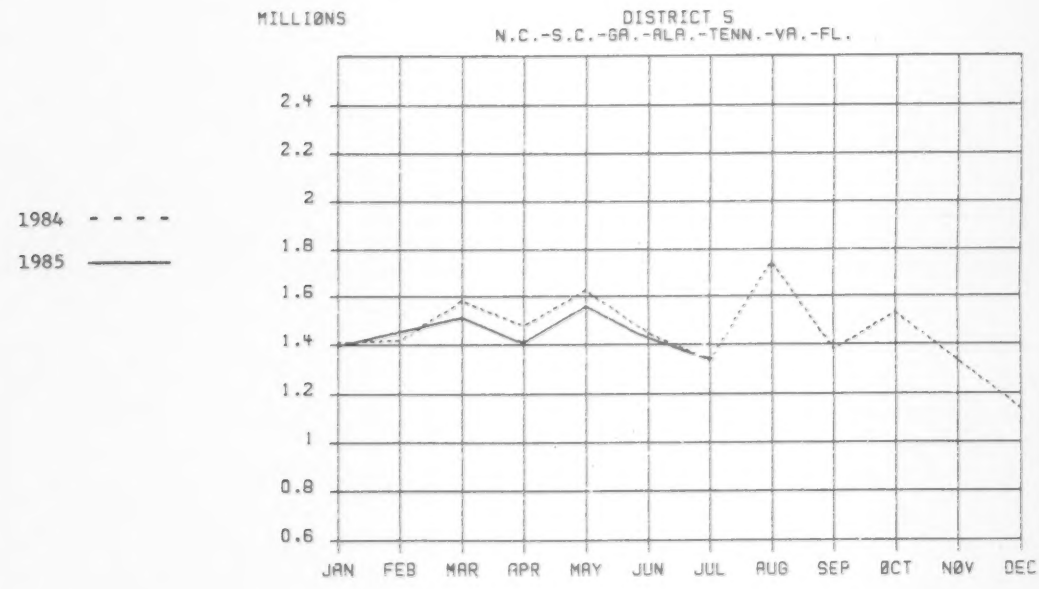
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.1	11.2	8.3	3.6	9.3					
% Change	Cumulative	9.9	6.8	6.9	8.0	8.0	7.3	7.5					



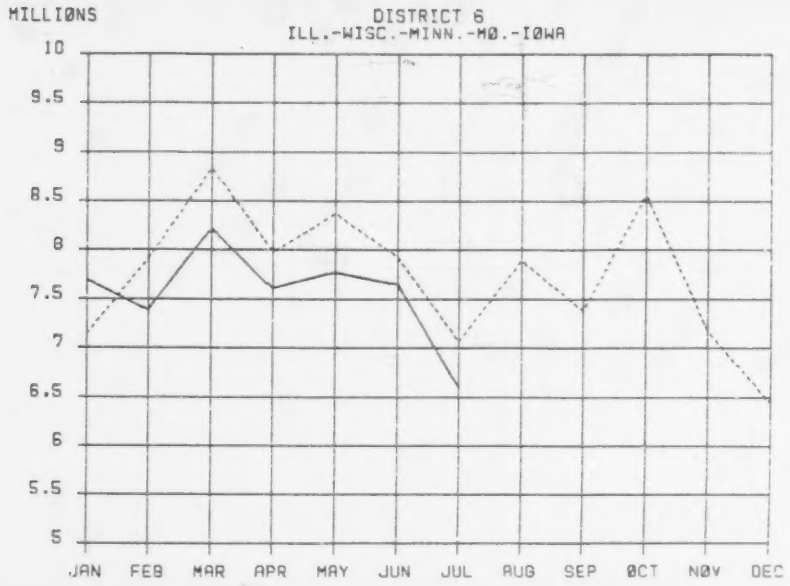
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.9	-1.0	5.1	7.5	4.7	4.8	1.6					
% Change	Cumulative	17.9	7.9	6.9	7.1	6.6	6.2	5.6					



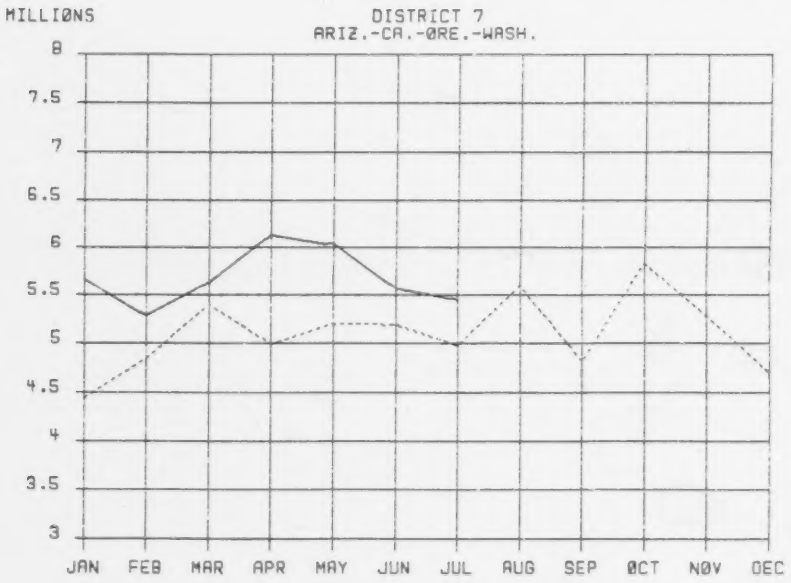
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8	18.1					
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6	8.9					



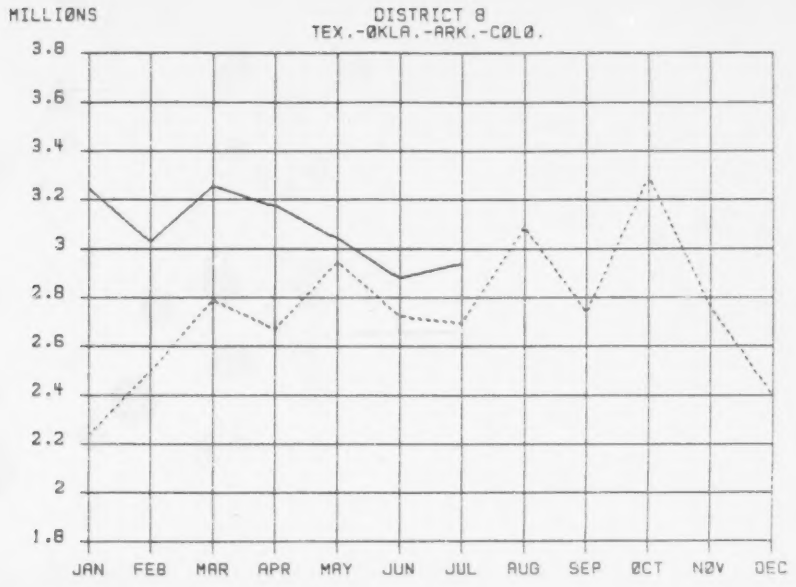
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4	0.5					
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3	-1.9					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.6	-6.6	-7.0	-4.6	-7.1	-3.5	-6.5					
% Change	Cumulative	7.6	-0.2	-2.5	-3.0	-3.9	-3.8	-4.2					



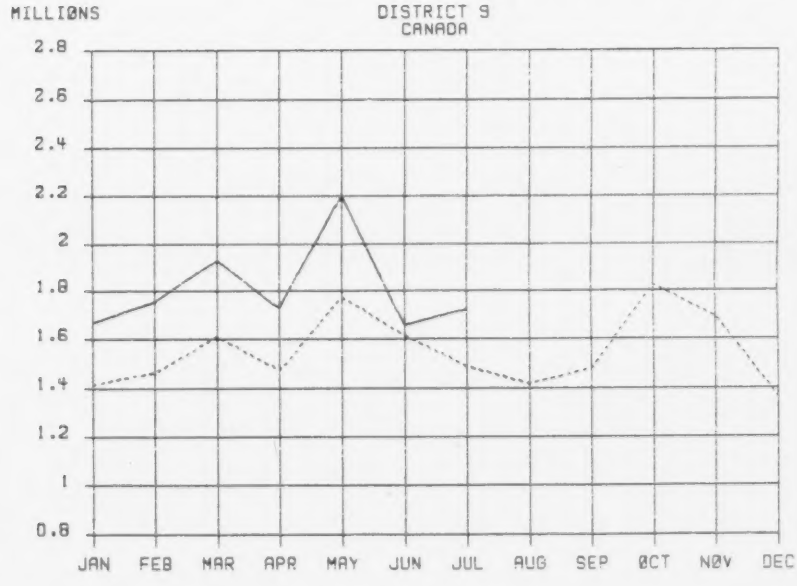
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	9.1	4.3	22.9	16.3	7.2	9.6					
% Change	Cumulative	27.3	17.8	12.8	15.4	15.6	14.1	13.5					



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1					
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2					



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1	2.5	15.5					
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0	17.0	16.8					

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news release

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FOR RELEASE: IMMEDIATELY

AUGUST 1985 BILLINGS FOR METAL TREATING INDUSTRY OFF 1.2% FROM AUGUST 1984 TOTAL

August 1985 sales amounted to $38.3 million compared to $38.8 million for August 1984. While the industry experienced a slight upturn in sales of 1.9% from July 1985, this increase was less than that for July-to-August 1984.

Total billings for calendar year 1985 amount to $318.8 million, up 5.8% from the 1984 total for this period of $301.3 million.

Five out of nine MTI districts improved over their August 1984 performance and seven out of nine exceeded last year's year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Aug 85 vs. Aug 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	5.0	14.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.6	6.8
3	South Central (W.PA-OH-IN-KY)	3.2	5.3
4	Michigan	4.7	8.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-18.2	-4.3
6	North Central (IL-WI-MN-MO-IA)	-14.9	-5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	12.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-5.9	13.1
9	Canada	9.4	15.9

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1985

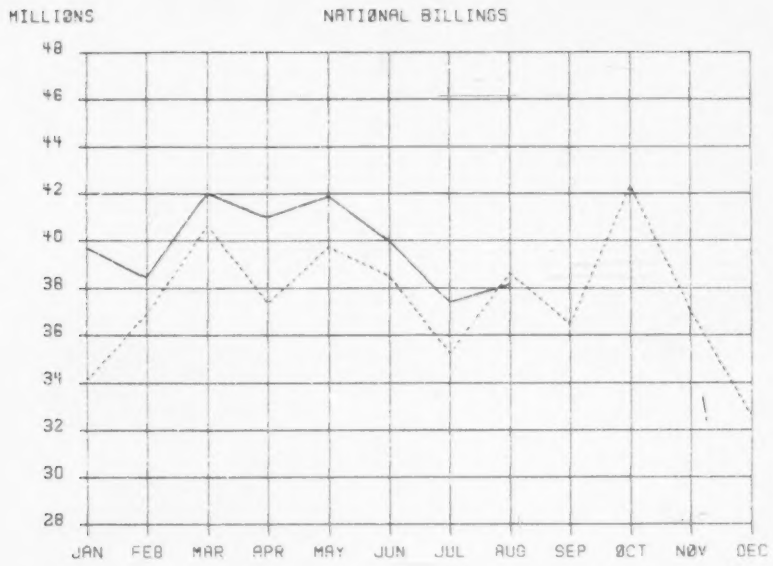
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38767.6	38316.5	-1.2	100.0	100.0
Dist. 1	17	2076.5	2180.5	5.0	5.4	5.7
Dist. 2	39	4314.8	4337.3	0.5	11.1	11.3
Dist. 3	59	6843.1	7061.9	3.2	17.7	18.4
Dist. 4	30	5783.2	6054.0	4.7	14.9	15.8
Dist. 5	23	1745.0	1427.7	-18.2	4.5	3.7
Dist. 6	46	7898.0	6717.3	-14.9	20.4	17.5
Dist. 7	28	5597.7	6078.3	8.6	14.4	15.9
Dist. 8	27	3090.6	2907.5	-5.9	8.0	7.6
Dist. 9	9	1418.5	1552.0	9.4	3.7	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	301289.8	318784.7	5.8	100.0	100.0
Dist. 1	16796.5	19224.8	14.5	5.6	6.0
Dist. 2	34641.8	36981.9	6.8	11.5	11.6
Dist. 3	53068.7	55857.0	5.3	17.6	17.5
Dist. 4	47044.0	50998.3	8.4	15.6	16.0
Dist. 5	12052.1	11537.3	-4.3	4.0	3.6
Dist. 6	63179.1	59703.9	-5.5	21.0	18.7
Dist. 7	40576.7	45767.0	12.8	13.5	14.4
Dist. 8	21661.1	24491.3	13.1	7.2	7.7
Dist. 9	12269.7	14223.2	15.9	4.1	4.5

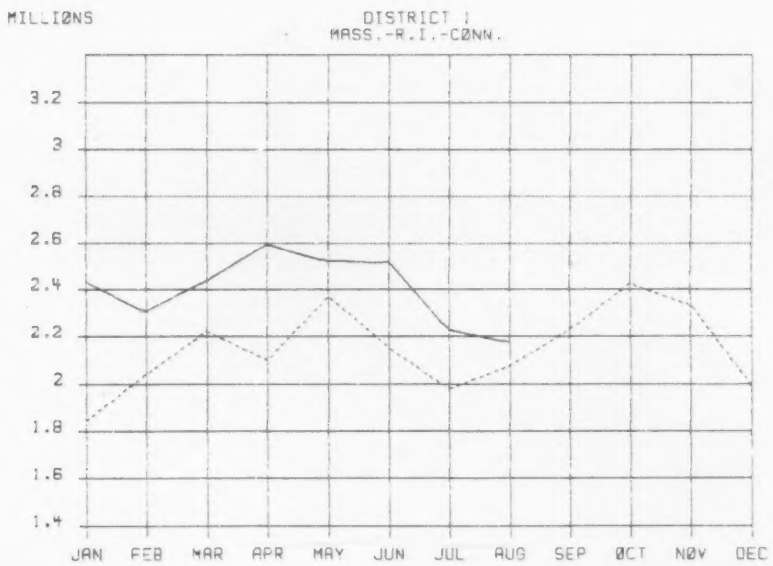
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

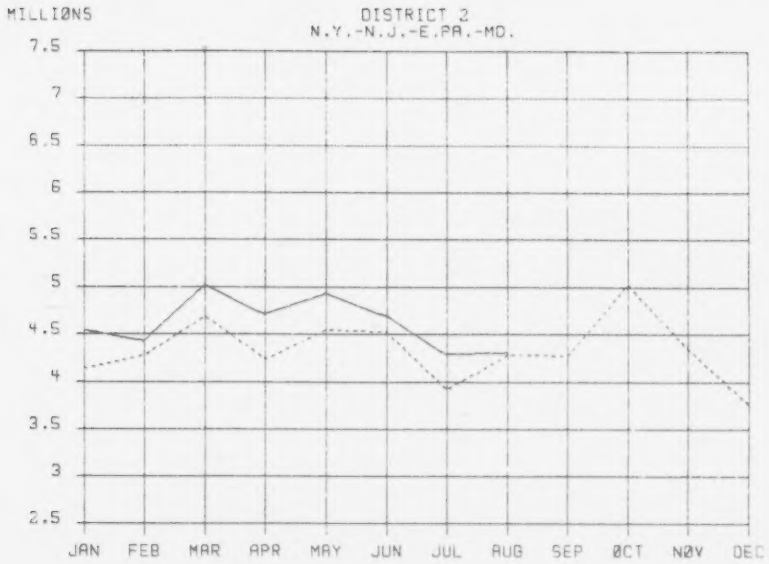
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.4	4.2	3.4	9.8	5.4	3.8	6.1	-1.2				
% Change	Cumulative	16.4	10.1	7.6	8.2	7.6	7.0	6.8	5.8				



1984 - - - -

1985 ———

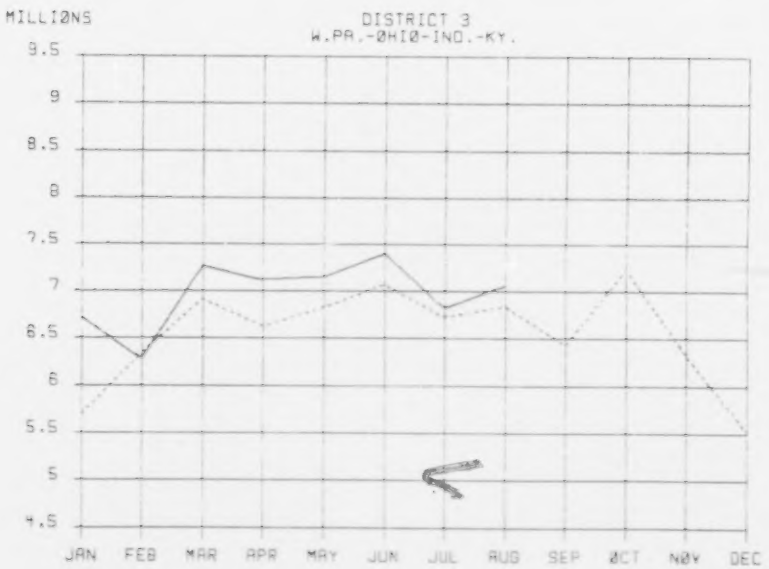
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6	5.0				
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8	14.5				



1984 - - - -

1985 ———

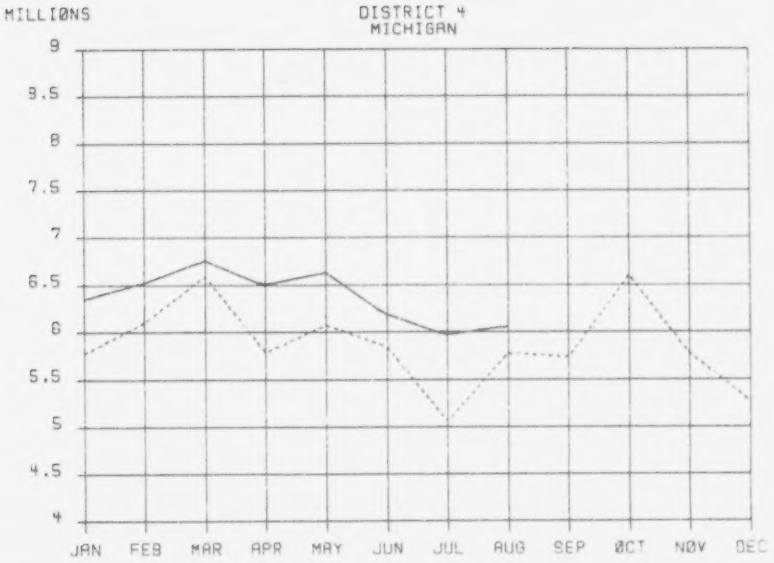
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	9.9	3.7	7.1	11.2	8.6	3.8	9.5	0.6				
% Change	Cumulative	9.9	6.8	6.9	8.0	8.1	7.3	7.6	6.8				



1984 - - - -

1985 ———

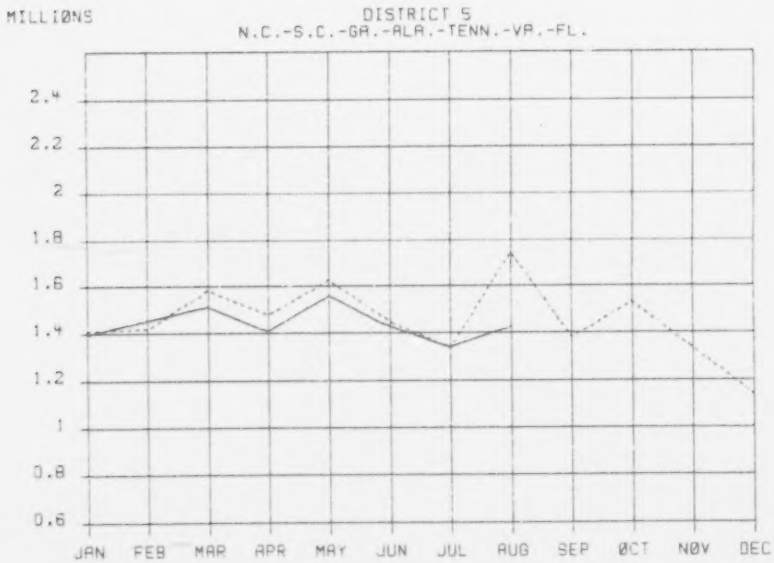
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	17.9	-1.0	5.1	7.5	4.7	4.8	1.6	3.2				
% Change	Cumulative	17.9	7.9	6.9	7.1	6.6	6.2	5.6	5.3				



1984 - - - -

1985 ———

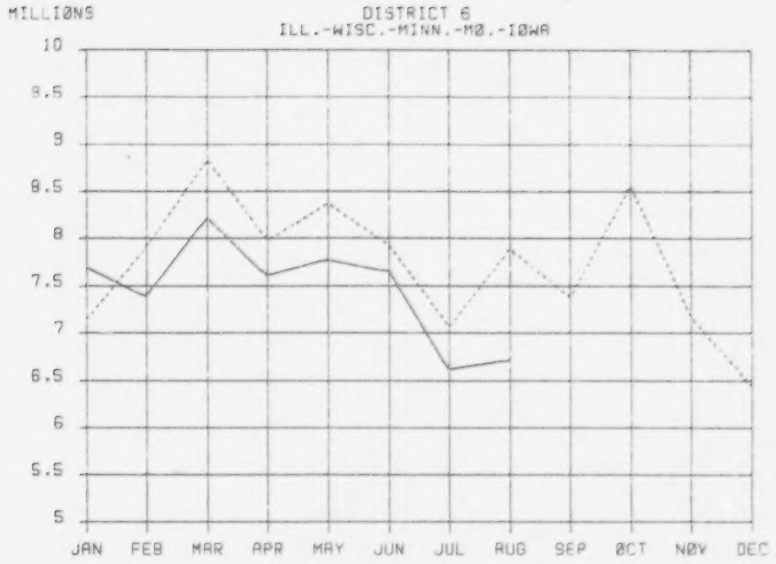
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	10.0	6.8	2.4	12.4	9.1	5.8	18.1	4.7				
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6	8.9	8.4				



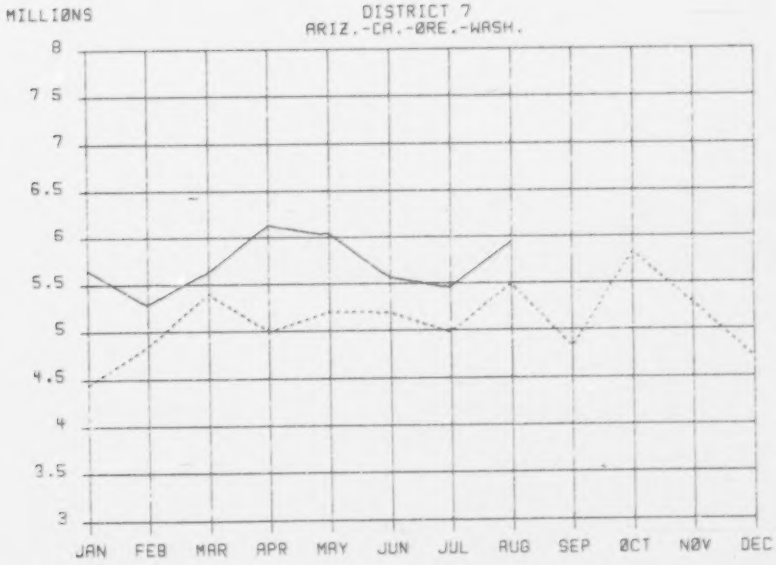
1984 - - - -

1985 ———

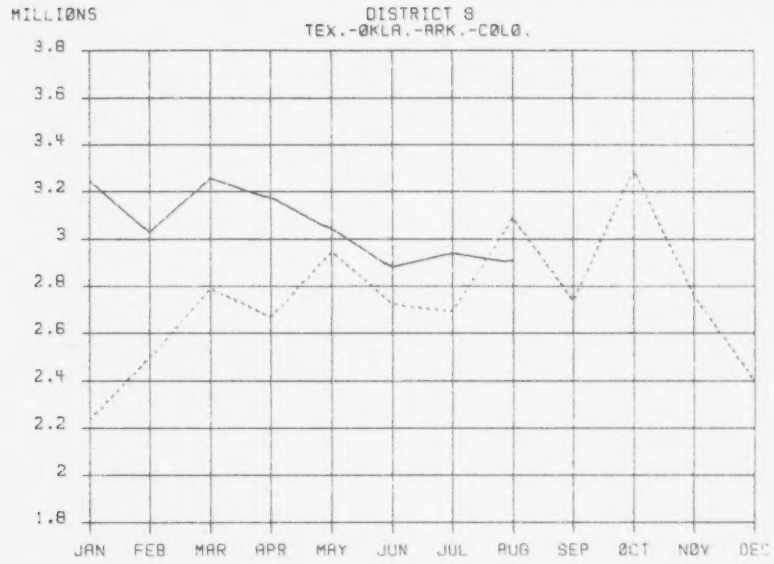
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4	0.5	-18.2				
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3	-1.9	- 4.3				



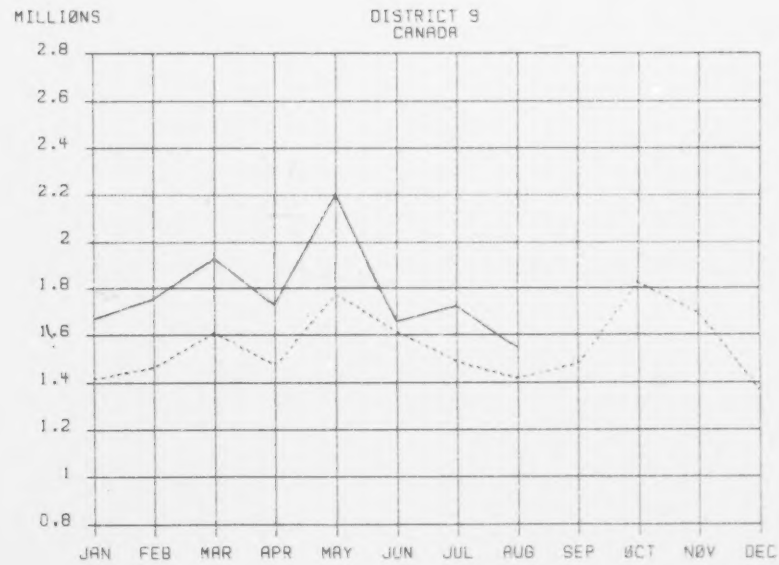
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.6	-6.6	-7.0	-4.6	-7.1	-3.5	-6.3	-14.9				
% Change	Cumulative	7.6	-0.2	-2.5	-3.0	-3.9	-3.8	-4.2	- 5.5				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	9.1	4.3	22.9	16.3	7.2	9.6	8.3				
% Change	Cumulative	27.3	17.8	12.8	15.4	15.6	14.1	13.5	12.8				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	- 5.9				
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1	2.5	15.5	9.4				
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0	17.0	16.8	15.9				

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

SEPTEMBER 1985 BILLINGS FOR METAL TREATING INDUSTRY INCREASE 3.2% OVER 1984 TOTAL

September sales amounted to $37.8 million, up from $36.6 million in September, 1984.

For the first three quarters of 1985, billings for the industry equaled $357.7 million. This is a 5.7% increase over the 1984 total for this period of $338.4 million.

Five MTI districts improved over their September 1984 performance. Seven out of nine districts exceeded their previous year's sales for the January-September period.

A summary of percentage change by geographic regions follows:

	District	Sep 85 vs. Sep 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	- 1.0	12.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	5.0	6.6
3	South Central (W.PA-OH-IN-KY)	11.1	6.5
4	Michigan	9.7	8.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.5	-4.7
6	North Central (IL-WI-MN-MO-IA)	-10.1	-6.0
7	Pacific Coast (CA-AZ-ORE-WASH)	9.1	12.4
8	Southwest (TX-OK-AR-CO-LA-UT)	-5.4	11.0
9	Canada	18.9	17.1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1985

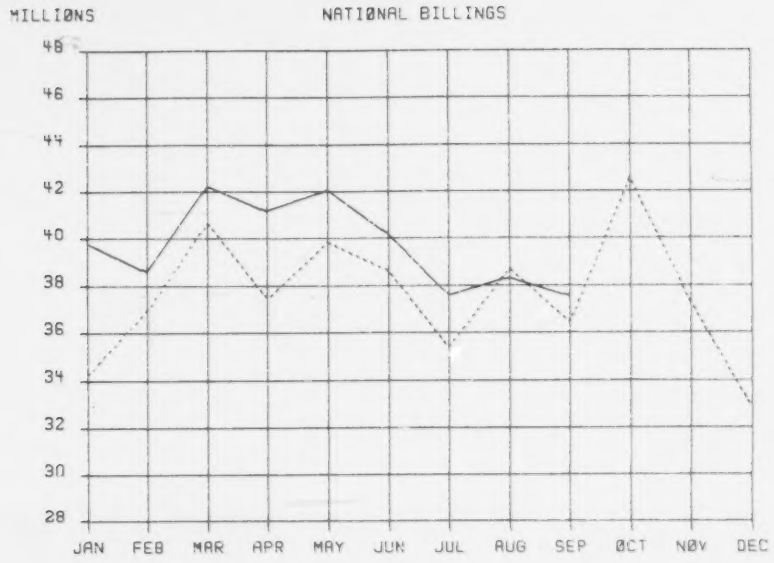
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	36606.1	37794.2	3.2	100.0	100.0
Dist. 1	17	2230.3	2207.5	- 1.0	6.1	5.8
Dist. 2	39	4279.8	4447.9	3.9	11.7	11.8
Dist. 3	59	6411.5	7125.2	11.1	17.5	18.9
Dist. 4	30	5736.2	6292.8	9.7	15.7	16.7
Dist. 5	23	1381.3	1263.2	- 8.5	3.8	3.3
Dist. 6	46	7374.9	6626.8	-10.1	20.1	17.5
Dist. 7	28	4819.8	5296.8	9.9	13.2	14.0
Dist. 8	27	2740.4	2593.3	- 5.4	7.5	6.9
Dist. 9	9	1631.9	1940.6	18.9	4.5	5.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	338437.0	357743.1	5.7	100.0	100.0
Dist. 1	19026.8	21432.3	12.6	5.6	6.0
Dist. 2	38844.2	41394.4	6.6	11.5	11.6
Dist. 3	59467.7	63312.6	6.5	17.6	17.7
Dist. 4	52780.2	57291.1	8.5	15.6	16.0
Dist. 5	13433.4	12800.5	- 4.7	4.0	3.6
Dist. 6	70371.0	66167.9	- 6.0	20.8	18.5
Dist. 7	45301.0	50922.5	12.4	13.4	14.2
Dist. 8	24401.5	27084.6	11.0	7.2	7.6
Dist. 9	14811.3	17337.3	17.1	4.4	4.8

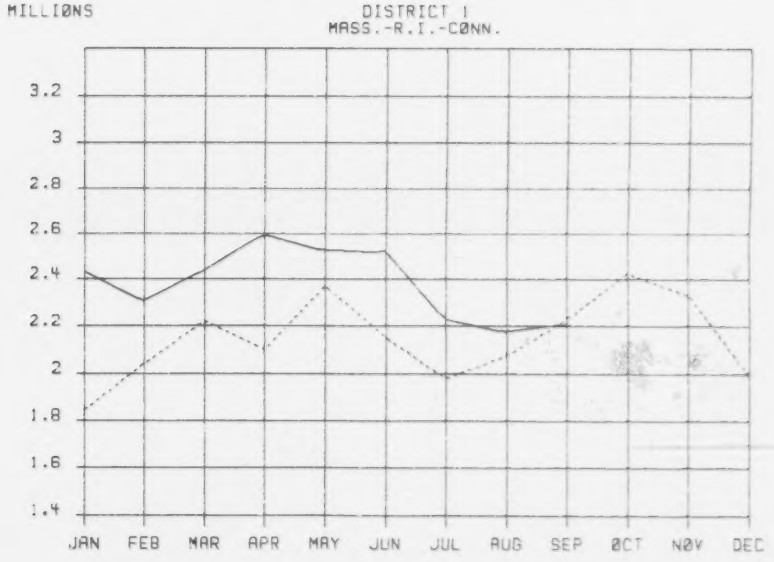
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

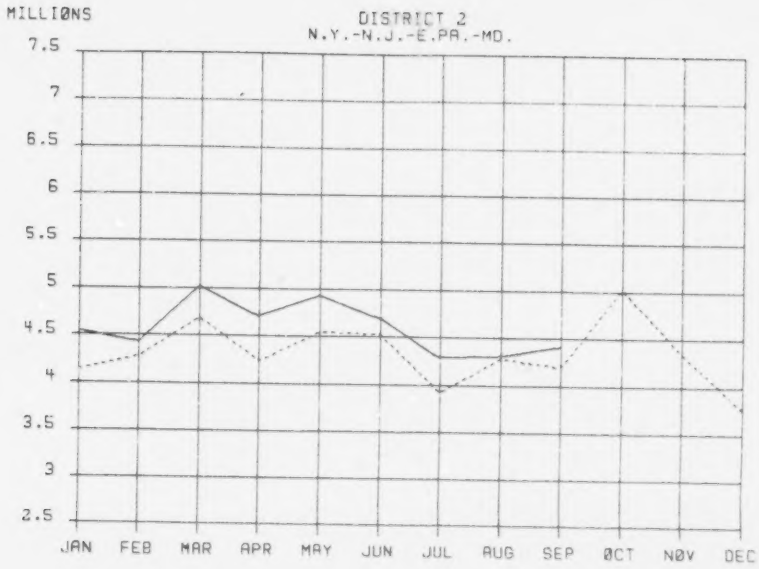
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.4	3.8	10.0	5.6	4.0	6.3	-1.0	3.3			
% Change	Cumulative	16.3	10.1	7.8	8.4	7.8	7.2	7.0	6.0	5.7			



1984 - - - -

1985 ———

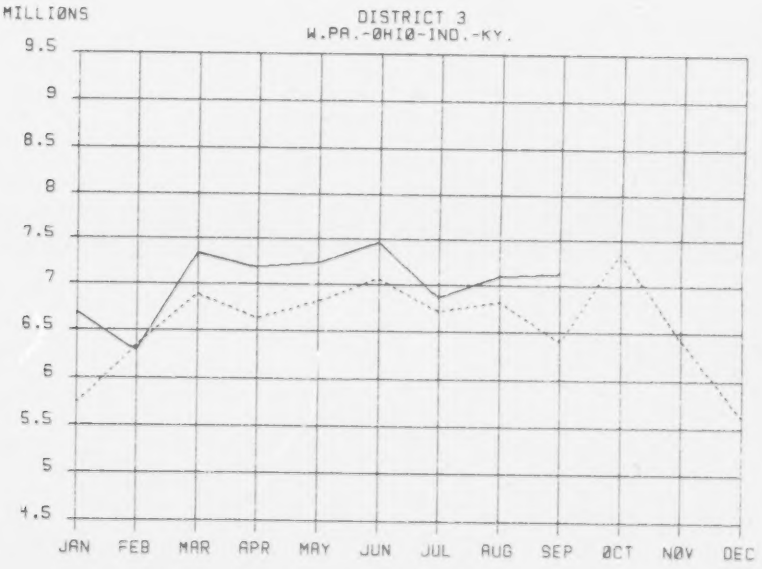
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6	5.0	-1.0			
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8	14.5	12.6			



1984 - - - -

1985 ———

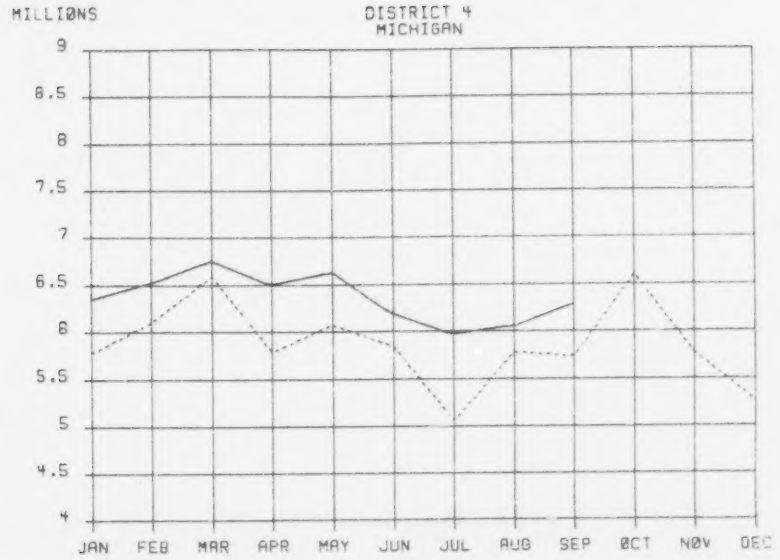
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	9.9	3.7	7.1	11.2	8.6	3.8	9.5	0.6	5.0			
	Cumulative	9.9	6.8	6.9	8.0	8.1	7.3	7.6	6.8	6.6			



1984 - - - -

1985 ———

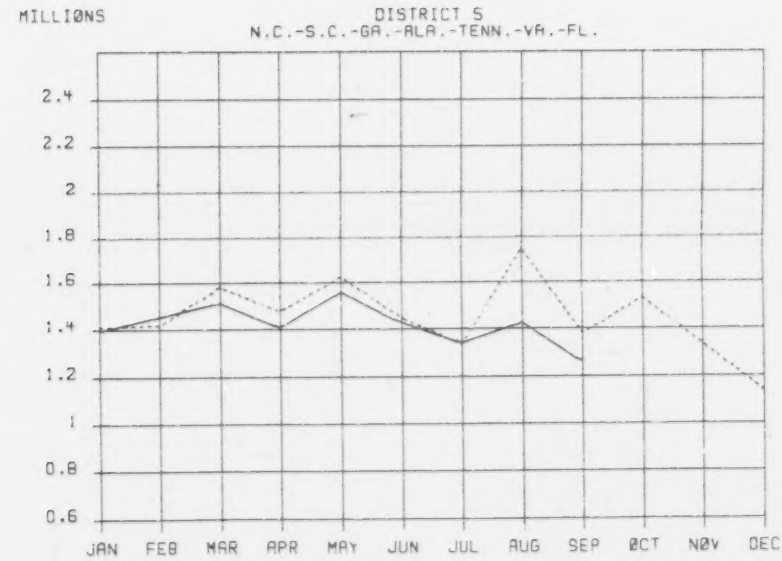
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	16.8	-0.9	6.5	8.3	6.0	5.6	2.3	4.0	11.1			
	Cumulative	16.8	7.5	7.1	7.4	7.1	6.8	6.2	5.9	6.5			



1984 - - - -

1985 ———

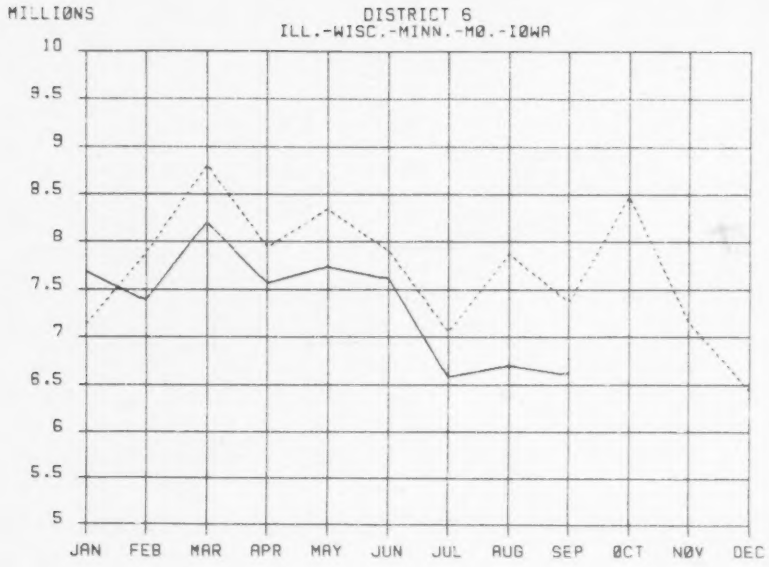
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8	18.1	4.7	9.7			
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6	8.9	8.4	8.5			



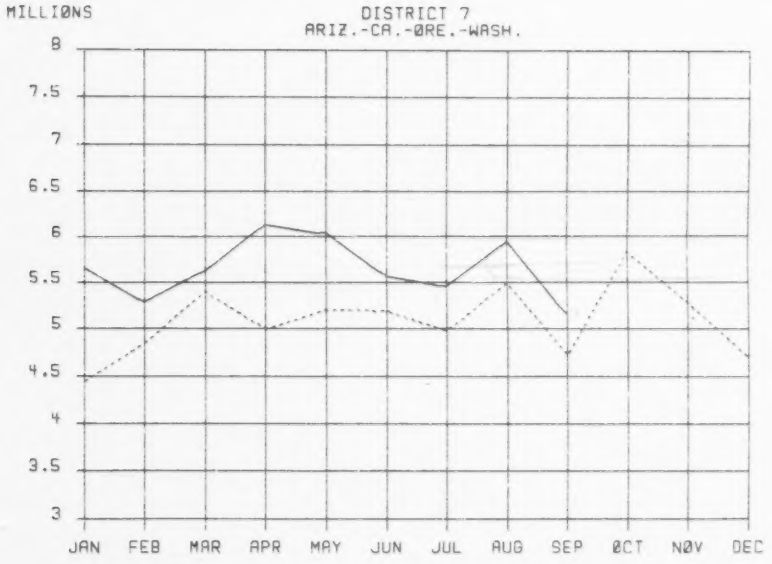
1984 - - - -

1985 ———

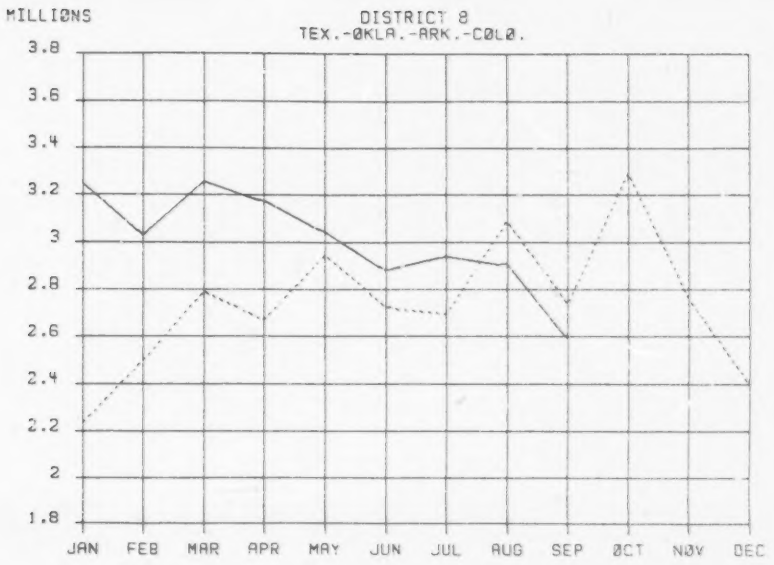
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4	0.5	-18.2	-8.5			
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3	-1.9	- 4.3	-4.7			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	-6.3	-6.8	-4.8	-7.2	-3.7	-6.6	-14.9	-10.1			
% Change	Cumulative	7.7	0.4	-2.3	-2.9	-3.8	-3.8	-4.1	- 5.5	- 6.0			



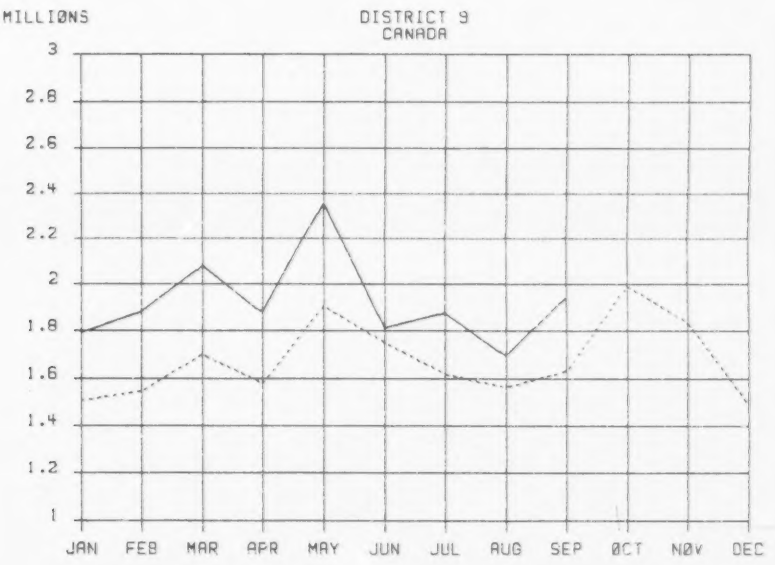
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	9.1	4.3	22.9	16.3	7.2	9.6	8.3	9.1			
% Change	Cumulative	27.3	17	12.8	15.4	15.6	14.1	13.5	12.8	12.4			



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4			
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0			



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9			
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1			